



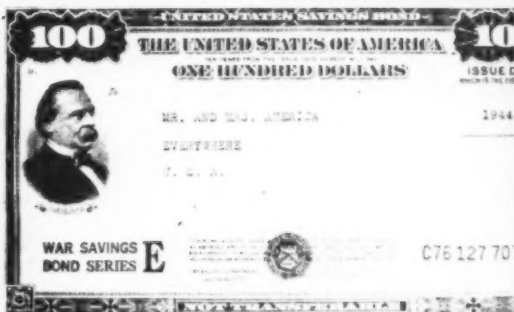
JUNE, 1944

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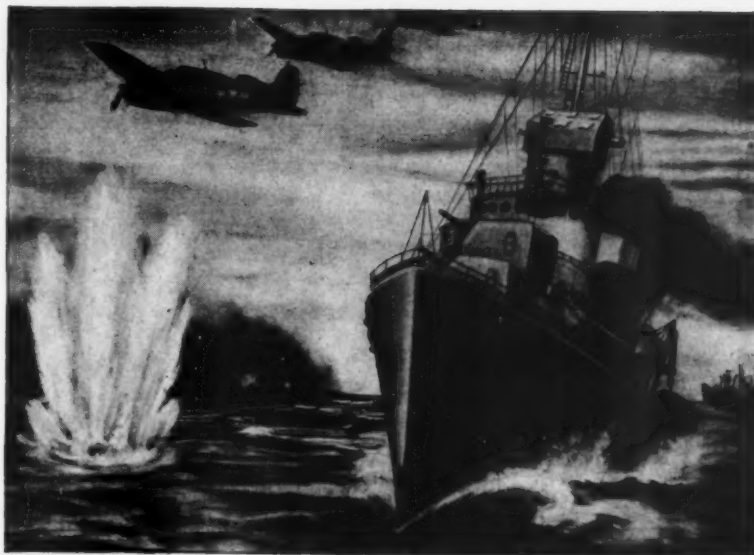
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Vol. XXIV, No. 6

JUNE, 1944

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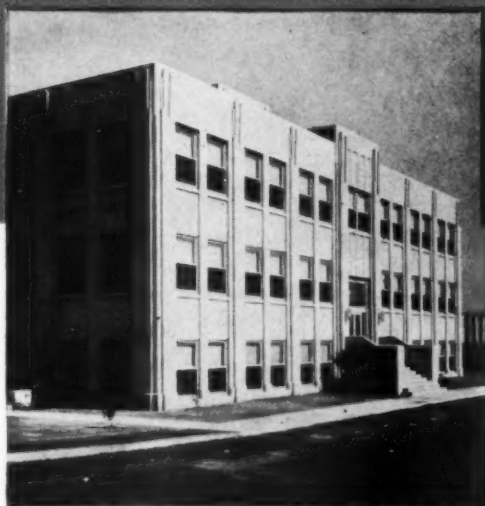
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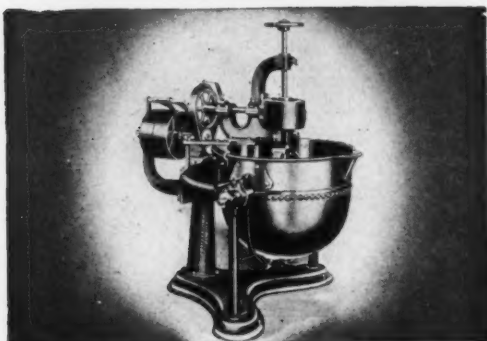
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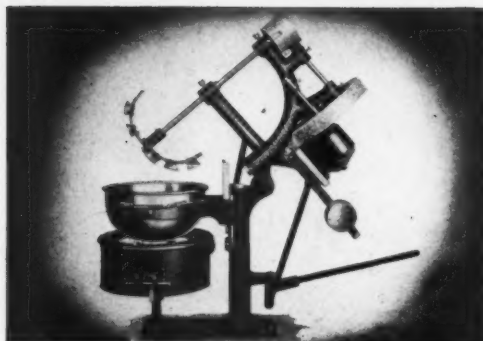
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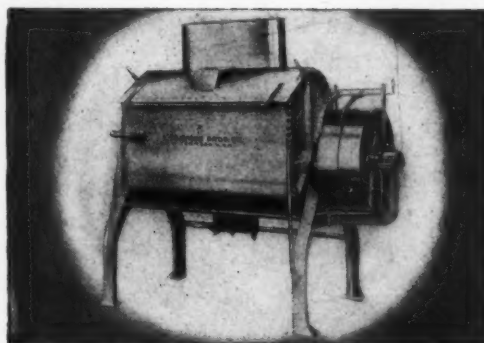
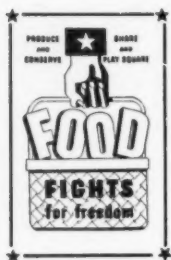


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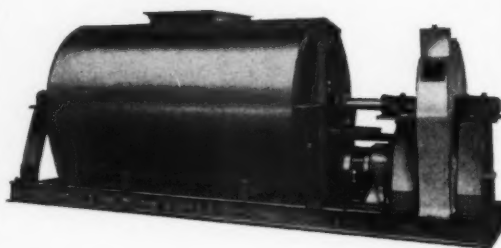
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It replaces mixing kettles of only 2,000 lbs. capacity with a single unit of 13,000 lbs. capacity.

WHAT IT DOES

The Stehling Mixer works out the coating. It reduces the viscosity of the materials; and it stabilizes this viscosity with great speed. The **SPEED** of the mixing action saves hours of time—lowers costs.

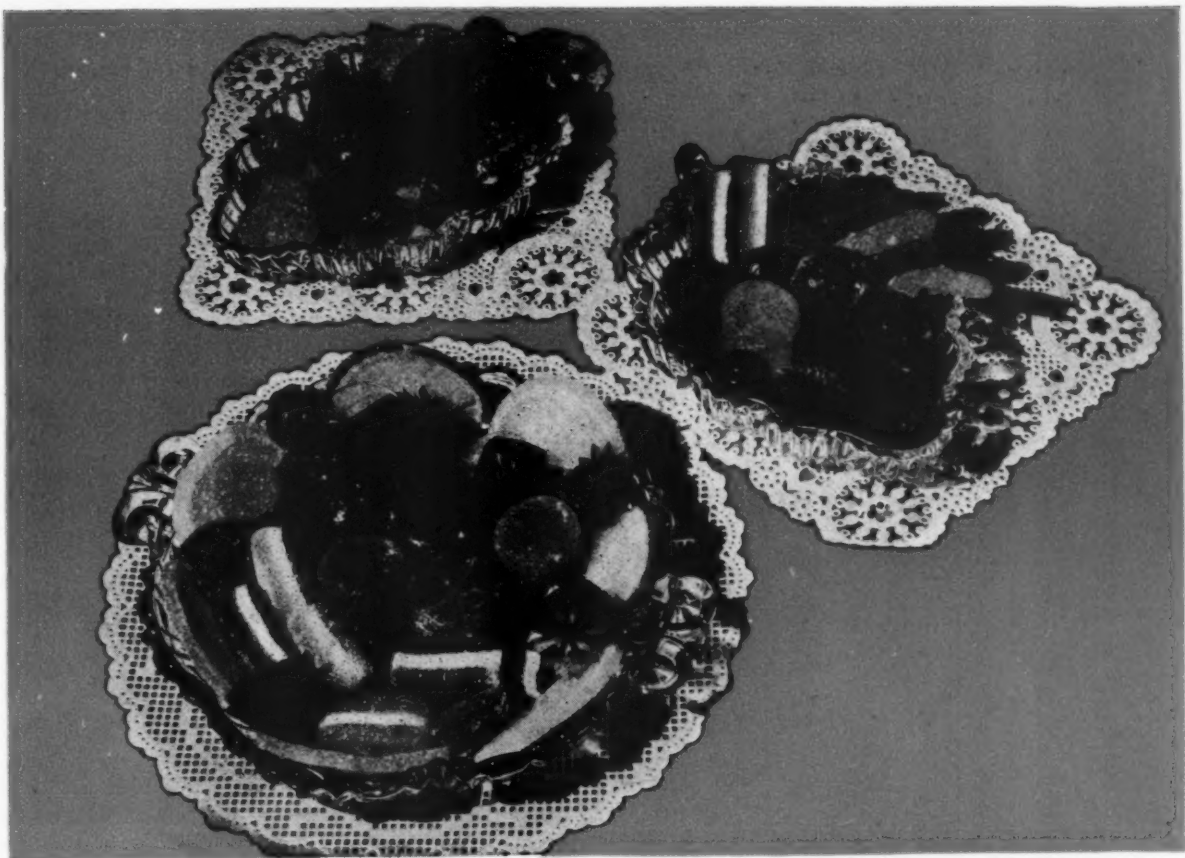
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The Stehling Mixer provides steam-jacketed storage facilities, keeping the coating in liquid state until ready to be used.

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7. A real time and labor saver.

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Candy makers who at first accepted VEG-A-LOID as a replacement for a material gone to war, now insist on VEG-A-LOID. And now they will accept no substitute for the jelly colloid that made the grade . . . and better candy!

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SOLUTION:

Use centrifugal refrigeration with exhaust steam drive

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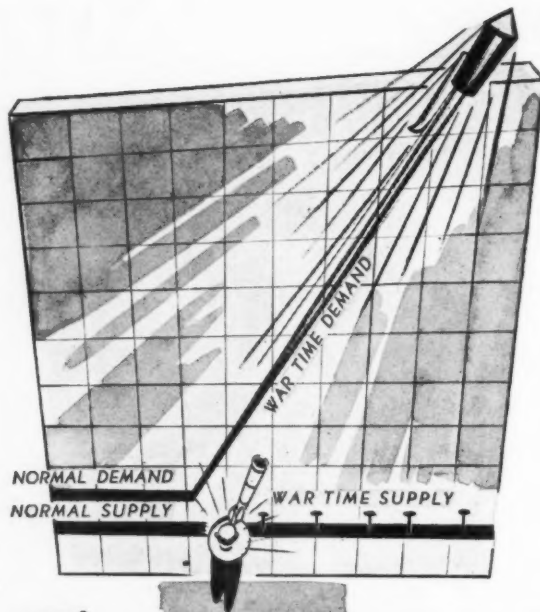
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MANUFACTURING COMPANY



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ILLINOIS

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JELLIES - PRESERVES

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Third N.C.A. Wartime Conference Spotlights Production Problems

By WESLEY H. CHILDS
The Manufacturing Confectioner

OFFICIALLY, the Third War-Time Conference and 61st Annual Meeting of the National Confectioners' Association opened at The Waldorf-Astoria, New York City, on June 6, 1944, with a Board of Directors



Philip P. Gott

meeting, followed by a 12:30 luncheon at which Mr. Philip P. Gott, association president, gave the opening welcome during which he stated that the confectionery business is worldwide in scope. Products used in confectionery come from various countries.

The main feature of the luncheon, was an address by Major General Edmund B. Gregory, The Quartermaster General, U. S.

Army, Washington, D. C. The General stated that he cannot see the end of the war in the immediate future.

Among the components of Army rations is sugar which contains elements needed to provide fuel for the body; it is important because of its energy-producing qualities. The average soldier burns up a lot of energy whether he is in a training camp or stationed on some fighting front.

Sugar is included in the Army rations in two ways—directly in its natural form, and indirectly through products made with sugar.

Purchases of candy for the Army Exchange Service for resale in the post exchanges overseas will probably be in the neighborhood of about \$50,000,000 worth at wholesale prices.

And finally, purchases of about 16,000,000 pounds at a cost of around \$2,000,000 are anticipated to fill requisitions of overseas theater commanders for free issue to troops in the combat areas. This candy will be entirely of the hard varieties with approximately half of it peppermint-flavored and the remainder made up of assorted flavors such as cherry, orange, clove, lemon and lime, and several others. It must be sugar-coated to prevent stickiness and it is shipped in metal-end, glassine-lined

fiber containers of five pounds each, packed eight containers to the case for overseas shipment.

Mr. Theodore Stempfel, E. J. Brach & Sons, Chicago, Chairman of the Council on Candy of the N. C. A., said, during the Council program, that the gift of imagination is needed by the confectionery industry to face the new social order. The U. S. Army is doing a good selling job on candy now, but what of the post-war years? Preparation must be made now to meet post-war problems. Mr. Jack Shaw presented an advertising picture of the N.C.A. program. This will be nationwide in scope.

A panel discussion on the outlook for agricultural products used by confectioners was held on Tuesday afternoon, June 6, at which it was pointed out that conditions are unlikely to improve in the immediate future.

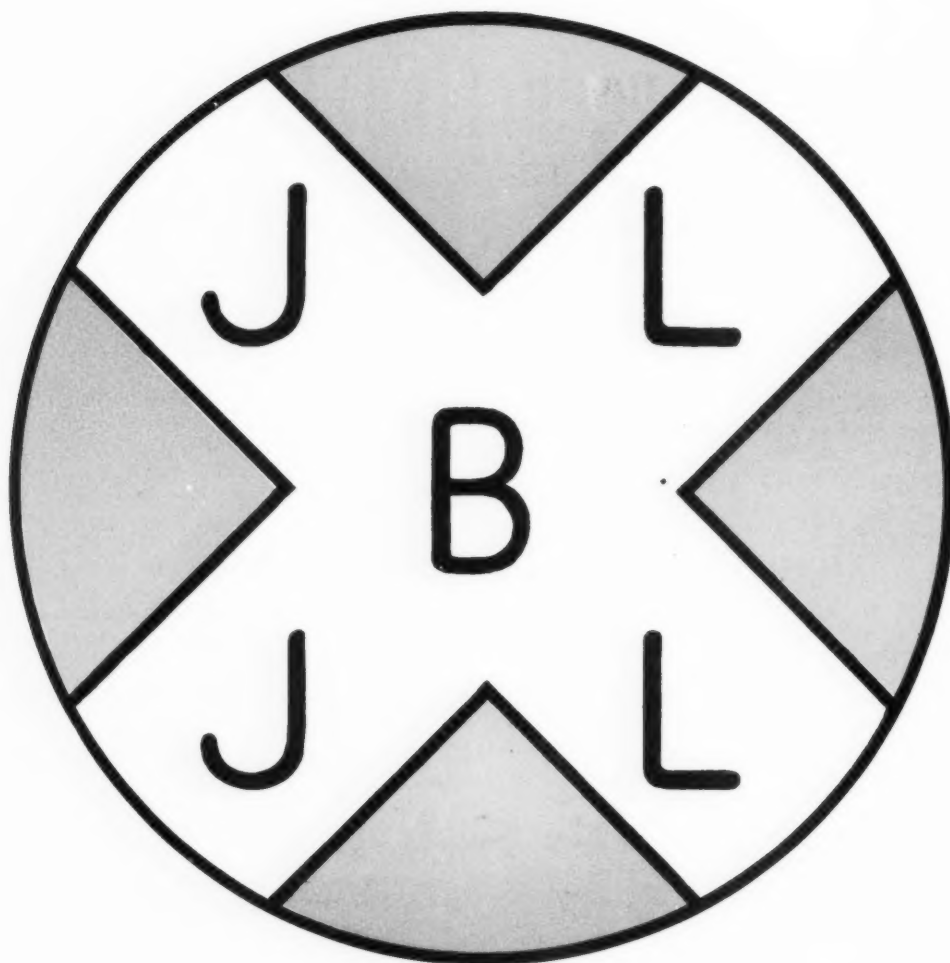
Peanuts were discussed by Bob McCormack, Bobs Candy and Peanut Co., Albany, Georgia. According to Mr. McCormack, the 1944 crop indicates an increase of about 6% over 1943. It is, therefore, possible that there will be more peanuts available for edible use this year than were available in 1943. The proportion of peanuts used in candy as compared with those used for salted peanuts and peanut butter, etc., is now less than a year ago. This may be due to shortages of other materials. From reports the government has received, it appears that candy has only used about 23% of the peanut crop. This low percentage may be due to the fact that manufacturers have not reported correctly, their use.

Shipping space is a controlling factor on the availability of cocoa beans. At the present time, there is only about a three or four months inventory on hand. It is expected that cocoa beans will be in lean receipt from now to November. Hopeful improvements are expected from then on.

The sugar supply has improved to some degree because of a larger Cuban crop than was expected, said



Bob McCormack, head of Bob's Candy and Peanut Co., is a retiring N.C.A. director.



James B. Long & Co.

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VANILLA EXTRACT, ETC.

**Outstanding flavor and color values meeting all re-
quirements for every type of candy, up to the most
extreme temperatures.**

Mr. Ellsworth Bunker, Pres., National Sugar Refining Co., New York. Shipping is still a factor and with the invasion of Europe, a big one. Beet crop prospects are not good. If shipping should get better, the outlook for sugar supplies will improve.

The corn syrup situation continues to be very tight, according to Mr. Pendleton Dudley, Exec. Secy., Corn Industries Research Foundation, New York. The next six months is a question. Definitely, the corn syrup industry will meet the armed forces' needs although there will be less production during the immediate six months than usual. This is tied up with the pork situation in the famous corn-hog ratio. The uncertain factors are the weather conditions which affects the crop as well as the pork situation. It is a question whether or not the government will have to ration corn products. The chances are that the industry will continue without allocation from the government. The coming year will be difficult.

Mr. Don S. Anderson, Consultant, Dairy and Poultry Branch, WFA, Washington, pointed out that milk products are expected to remain about the same with a possible increase in milk solids not fat. Whole dried milk will be tight. The present peppermint oil crop is estimated at one million pounds and the same quotas will prevail. Coconuts show little change. Vegetable oils will be no freer in the immediate future. Shortages of labor have hampered the processors in many of these industries. The summary of the panel is on the negative side as regards optimistic outlook for the immediate future. The whole affair may be summed up with a big "IF".

Movie on Sugar Shown

A step by step story of the sugar industry made an interesting movie which was shown on Wednesday morning, June 7. The big work of the N. C. A. during the past year has been that of cooperation with the government bureaus on regulations. This has been a great opportunity to present candy's position to the government. Mr. Stanley Brown gave an interesting talk here, on the story of Hong Kong capture by the Japs and of life in Stanley Prison. This and General Gregory's talk brought the war vividly before the audience. Mr. H. B. McCoy, Department of Commerce, Washington, stated that the amount of candy produced in 1943 was 2,561,000,000 pounds having a wholesale value of \$575,000,000. A preliminary report on confectionery sales and distribution for 1943 was made available to those attending the convention.

"The Known and Unknown About Candy", a panel discussion with Mr. Joseph R. Maxwell, Stephen F. Whitman & Son, Inc., Philadelphia, as chairman, brought out the fact that candy is needed to round out the caloric needs of the body. There is some loss incorporating vitamin "C" in hard candy but it is very stable after being incorporated. Vitamins of the B Complex seem to be involved in the increased consumption of carbohydrates. The consumption per capita for candy, daily, gives 80 calories. The Army would be very interested in seeing or having suggestions on the improvement or development of candies for rations. Products offering the best chances of improvement of candy are nuts, milk salads and fruits; according to the panel.

Candy definitely has a place in the school lunch. This was the opinion expressed by members of this group. Of

the various types of candy purchased by the Army, chocolate coated peanut bars having a creamy center are liked best by the servicemen. Candy has been shown to be a definite morale lifter. It has satiation value as well. Many of our plentiful foods are bland; a piece of candy at the end of a meal, made up largely from bland foods, makes such a meal more satisfying.

Flouride Lack Not Caries Cause

A deficiency of flouride in the diet or drinking water may account for much of the incidence of dental caries, rather than candy eating. We may hope that before many years the proper control of flourides, probably in the drinking water will have great benefit. We do not advocate putting flourides in candies as these are very toxic substances.

Members of the discussion panel above, were: Miss Helen C. Hamilton, General Foods Corp., New York; Dr. Charles G. King, Scientific Director, The Nutrition Foundation, Inc., New York; Dr. George R. Cowgill, Department of Nutrition, Yale University, New Haven, Conn.; Dr. Ancel B. Keys, Laboratory of Physiological Hygiene, University of Minnesota, Minneapolis; Capt. Walter A. MacLinn, Officer in Charge of the Rations Branch, Subsistence Research and Development Laboratory, Chicago, QM Depot, and Mr. A. C. Carrington, Miss Saylor's Chocolates, Inc., Alameda, Calif.

Mr. Richard J. Page of England, gave his experiences with the NAAFI (Navy-Army Air Force Institute). The job of the Institute is similar to that of the Quartermaster Corps in this country. In England, many chocolate bar manufacturers converted to making war materials, thereby reducing the production of candy. The Ministry of Foods has allocated the highest quality of materials for confectionery manufacturing and quality has been maintained or even bettered. England has different types of candy. Maybe more variety than in the United States but there is less mass production there.

Candy for the Armed Forces

On Wednesday Afternoon, June 7, a panel discussion on "Candy for the Armed Forces" was held. Chocolate coated bars, hard candy, gum drops, solid chocolate bars, are now in the most demand. Requirements are likely to increase. Up to the present time, there have been no reports of candy spoilage either on purchases or on receipt abroad. In regard to the Army payments to manufacturers for candy, this has been a constant headache but it is expected that from now on, payments will be more prompt.

The question was asked, "What about the stock-piles or candy surplus in the future?" The answer right now is that there is no stock pile or surplus. It is to the Army interest to have many sources of supplies and orders and contracts will be diversified as much as possible.

Lt. Col. Ralph W. Olmstead stated the problem of feeding Russia and Italy is tremendous. At the end of the war, the inventory of the Quartermaster will be a surplus commodity. WFA and Quartermaster Corps are searching for surplus foods now to sell to civilians. The Sales Divisions are being organized. They do not want salvage companies to do this job. This is a bit of post-war planning of value to every candy manufacturer. Egg production is enormous now and surplus

supplies are a big problem. At the present time, surplus eggs are being converted to animal feed.

There are three phases to the problem of Factory-Consumer relations. They are:

1. *Manufacturer-Dealer Relations.* Sanitation and cleanliness depends on personal supervision. Manufacturer's salesmen need training first. Then they can transmit this to wholesale distributors. An outline for NCA postwar planning on instruction to salesmen is being worked out.

2. *Retraining of Salesmen.* Sales mean jobs. More selling and better selling. The strenuous competition after the war will come from within and without the industry. Advertising programs will assist. Price selling leads to lower quality which means less business in the end. Plan training of salesmen now.

3. *Reconversion from Armed Forces to Civilian Business.* The reduced number of products will be helpful. The ¼ lb. bar of the '30s may be out. 2 ounce bars should be an objective which would give greater consumer value in spite of increased labor cost. It will be necessary to have improved designs on the packages. New package materials are available for the post war. Air conditioned display cases are needed in the stores. There will be great competition for the consumer's nickel and jobs for the return of every soldier are necessary.

The appetite appeal of products must be maintained. If greater nutritional properties can be added without interfering with the appetite appeal, benefits will result. Mr. Paul G. Sandell, Miss Morris Candies, Inc., Minneapolis, stated that the Research Program was started in October, 1943. This program sought to improve the protein, mineral salt, and vitamin content using natural agricultural products. Studies were made on methods of incorporation. The techniques are simple. The flavor present in many of these agricultural products used must be covered up. A start has been made. Six formulas have been found suitable to the committee. Progress should be more rapid from now on.

New Materials Review

Dr. Zuckor discussed soybean, cottonseed flour and peanuts. Cottonseed flour has remarkable nutritional properties containing 56% protein of higher quality than the protein in white flour and the B complex vitamins are present in a balanced amount. Cottonseed protein binds water—will resist rancidity development. Dr. Zuckor has worked 12 years on cottonseed flour.

Mr. Roberts of Traders Oil Mills, Fort Worth, Texas, also gave some facts on cottonseed flour. Its use reduces shrinkage in cooking. It makes dryer candies, but having a natural yellow color like egg yolk powder, its use in white goods has not been extensively studied. It definitely improves chewability of bars, providing better body and stand-up properties as well.

Mr. L. S. Stewart, Assistant to Don S. Payne, Soy Products Section, W. F. A., posed the question, "Are types of soy products grits, full-fat flour and low-fat flour interchangeable?" The answer is—no. This will have to be tried by experimentation. The moisture absorption properties vary in soy products. Enzymes are destroyed in all soybean flours and grits. A small volume of soybean milk is made in the U. S. It is probable that future milks will be produced that will be of interest to candy manufacturers. Some roasted soybeans have good flavor and may continue of interest.

Dr. M. J. Blish, Amino Products Co., Rossford, O., pointed out the differences between the protein of

cereals and the fat extracted soy, cottonseed and peanut products. In general, the protein of these products is of higher nutritional value than the cereal proteins. Corn zein has not been considered in candy on account of solubility. Wheat and corn germ protein are comparable to fat free soybean protein. The economics of its use are questionable. But the keeping quality of the cereal germ proteins is excellent. A future study can be made on the recovery of the distillery protein products.

Mr. James A. King gave some general information on the use of the new products stating that it is well to blend these products and make a paste, using the paste. The manufacturer has two choices in making candies using these products:

- 1—Losing some nutritional properties by cooking procedures or

- 2—Improving texture and body of candy.

Manufacturing

Jerome Feiner, Board of Health, New York, said that sanitary construction of equipment must be given consideration. Plans can be made for new equipment now, enabling better delivery in the future. Cleaning is needed daily to prevent micro-organism growth. Trained supervision is necessary on cleaning.

C. C. Snyder, Republic Steel Corp., Cleveland, gave stainless steel a boost. It offers sanitary advantages and low maintenance cost which offsets the original higher cost of this material. Heat transfer studies have been made showing that stainless steel can compete with non-ferrous materials. There are 40 grades of stainless steel. Type No. 304 is suitable for steam jacketing kettles. Stainless steel can stand up under severe service conditions.

Mr. M. R. Saslaw reporting on electronics, said that this field may offer considerable to the candy manufacturer in the future. It has been used in the de-shelling of cocoa beans. Experiments have been conducted and interest has been shown in the melting of coatings by electronics. This is still in the infant stage. Nothing is known as yet about the effect on glass of chocolate melted this way. Considerable work has been done on the dehydration of food by electronics. Cost is a factor particularly where vacuum drying in connection with electronic devices is necessary. As yet electronic melters have not been combined with enrober equipment.

"One of the effective uses of electronics in the candy industry will be the instant sterilization of dry raw food materials which go into the manufacture of the finished product," Mr. Saslaw said.

The Thursday morning sessions started off with "The Grain That Built a Hemisphere", a movie showing the active part that corn has played and was most interesting. Mr. Maurice Deutsch, Consulting Engineer, New York, went into plastic packaging materials with enormous demonstrations. In the spraying of box packages with plastic solutions, it is remarkable that no odor transfer to the contents occurs. Pin holes are still a problem. Waterproof properties of plastic films have been demonstrated. Luminous packages are a possibility.

Mr. Russell A. Palen, Chief Packaging and Containers Branch, WFA, said improvement in glass container situation for the candy industry appears possible. On paper products, there is little likelihood of improvement. The future looks dark regarding greater allotments of paper and container board. On the other hand, an increase in waste paper conservation of say one million tons may brighten the outlook. The high quality of pulp taken for direct war use has restricted food and

civilian usages. The Forest Products Bureau are trying to increase pulp output by mechanical devices.

Mr. Hugh A. Carroll, Container Re-Use Officer, WPB., said that strict economy must be maintained on containers. Look again at containers to redesign, to save, remove extension edges. Information is available in bulletin "Some Facts of Life On Brown Cartons, Bags, Wrapping Paper".

Mr. R. C. Gillespie, Curtiss Candy Company, told of cooperation in the Chicago Candy Association and told of the NCA plan for carton conservation and of the absolute need for paper conservation.

Mr. C. C. Chase, Chase Candy Co., St. Joseph, Mo., stated that the candy industry operates under maximum price regulations of May 11th, 1942. A six month's period given for filing exceptions ended November 15th. There will be no exception granted except for products contributing to the war effort. There was an exception listed last fall by six manufacturers in different locations in the United States, for hard candy and relief granted. Group action is thus shown to be necessary to secure release from unsatisfactory pricing.



C. C. Chase

On the panel, under Mr. Chase, were G. Baker, J. Gleason, Burton Jollies, H. K. Hunt and E. G. Pickett. As soon as possible, rationing will be removed. Raw material price control is helpful as it ties in with candy price control. In fact, as supply and demand can become balanced, then relaxation of control on prices can occur. The demand will exceed supply for some time.

No publicity to any extent on enforcement control of price control of OPA has been given. It is difficult for the OPA to enforce standards but they are trying their best. Now it is the patriotic duty of candy manufacturers to report violation of price control.

WFA Determines Sugar Availability

The WFA determines the amount of sugar available to civilians and industry. OPA decides who can get sugar, with three considerations in mind:

1. Equitable distribution
2. To maintain even, level rations
3. To keep within allocation of sugar available.

Similarity basis prevents enforcement troubles. March 1942 prices may be unfair due to competition at that time. Hence, violations may occur due to inferior products now. Industry should cooperate with OPA in regard to this proposition.

It is not the general practice to give rationed foods to new business enterprises. If new business has bought equipment prior to Pearl Harbor, this has been an argument for them to secure materials.

Most corn product users are getting a good allotment. Rationing is not thought capable of doing a better job than the industry. Extra package cost will be considered by the National Office in pricing items.

Panel made up of Harold H. Hoben, Mars, Inc.; N. V. Diller, Nutrine Candy Co.; C. C. Chase, Chase Candy Co.; George Williamson, Williamson Candy Co., and Mr. A. C. Johnson of Best Foods. Mr. Bergquist of Mars, Inc. was the discussion leader. Mr. Johnson talked on personnel administration.

The history of industrial relations began when the industry was small and employee-employer relationships were easy. The growth of the industry including new types of people created a difficult approach. A charitable or fraternalistic attitude is not good for personnel relations. The employee desires job security, seniority and guaranteed wage or guaranteed amount of work per year. The guaranteed work plan leading to definite production is economically good.

The fear of discharge in the employee's mind can be eliminated by disciplinary action. Fair play for promotions and fair rates of pay on job evaluation, which is a high technical development, offer solutions. Collective bargaining is natural to mass production. A well devised labor relations plan is necessary. It is a major management responsibility. Our problems have just begun.

Issue Met By Big Business

Mr. Bergquist said that big business met this issue 10 or 12 years ago in order to remain big. However small you may be, do not neglect personal relations. Industrial relations are not complicated and mysterious, but requires good leadership. Opportunities for advancement are needed. The organization must change upward continually. Top management should be seen and heard when justification warrants. The tops should get out in the plant more. Personnel men handle the load between top management and employees. They do not interfere with the responsibility of supervisors but cooperate with them.

On stimulating employee morale Mr. Williamson stated that the management must bring out a spirit of team work in organization similar to a well lubricated machine free from friction. Persuasion is better than orders. When the Williamson Candy Company needed to increase production and was unable to get more help, the employees were asked to form a production committee to get more bars to the quartermaster. The committee decided on a plan and team work resulted. Increased production as high as 20% was obtained. A common objective was found necessary which in this case



George H. Williamson, Williamson Candy Company

was more bars for the Army.

Procrastination has no place in industrial relations so Mr. Johnson stated. As regards bonds, red cross drives, etc. the management can make the employee feel like a personality and let the employees do their own solicitations.

Mr. Diller told the value of separation interviews in which they obtained from the employees when they



Neal V. Diller
Nutrine Candy Company

quit their reasons for leaving. Usually the reason given was an unsatisfactory occurrence within the plant. Mr. Diller feels the separation interview as valuable as the cardinal interview. Mr. Bergquist stated the union should not close the door to personal problems of employees but it is necessary in dealing with individual employees, in that case, to stay away from wage and work hours controversies. A question was asked about what would be the seniority of returning veterans. Mr. Diller personally seemed to be in favor of giving the returning soldier a break. Mr. Chase stated that in some cases in the Army where a man had risen rapidly in the ranks to a high position that when he returns it will be well to have a new interview and then try to place him where the additional skill which he acquired may be used.

Mr. Johnson stated the qualities for a personnel director which are patience, knowledge of the plant and the ability to follow a middle of the road course, being slightly favorable to labor and the ability to understand human nature.

The closing dinner began with Brigadier General Byron who again mentioned the value of candy to the service forces as a morale builder. The soldiers like chocolate best. The large distribution of candy to the armed forces is also setting up new eating habits. Candy bars have been used to barter with the natives in far away countries.

While no exhibits were held in connection with this War Time Conference, the many talks were very well worth while. It is reported that over 600 people registered the first day. The ideas given the confectionery industry on the need for experimentation and trial of new methods will enable the candy manufacturers to achieve new triumphs.

Will Confectioners Have Enough Corn Syrup?

By PENDLETON DUDLEY

Executive Secretary Corn Industries Research Foundation

THE outlook for an adequate production of corn syrup is not as black as it appeared during the recent serious shortage of corn supplies, Pendleton Dudley, executive secretary of the Corn Industries Research Foundation told the confectioners at the war-time conference of the N. C. A. Although the problem of securing adequate corn supplies no longer rests with the corn refiners, but has become exclusively a government function, the plan developed by several government agencies for bringing corn to market is working out much better than many well-informed persons had anticipated.

Answering a series of questions uppermost in confectioners' minds, Mr. Dudley said that the government's goal of securing 80,000,000 bushels of corn will enable the wet millers to operate at 80% of capacity. With

the necessity of meeting known and still unknown war needs to the maximum, it is obvious, of course, that the confectioners will not be able to obtain as much CSU during the next six months as they did during the last, and civilian demands for candy will no doubt have to be somewhat curtailed.

In this connection Mr. Dudley pointed out that during the first four months of 1944 the corn refiners supplied the confectionery industry with 257,600,000 pounds of CSU, which might be considered normal when compared with a total of 775,000,000 pounds for 1943. During the last two months of the current year the refiners expect again to have a normal output, leaving an uncertain outlook only for the six summer months. Mr. Dudley suggested that confectioners, wanting to safeguard their position could hold working forces through the provision of summer vacations, by doing repair work, and continuing the manufacture of other products not requiring CSU.

Candy Council Program to Start July 5, in Satevepost

EFFECTIVE July 5, America will begin to get a new conception of candy—the energy-producing, morale-building FOOD which has won so many laurels at the fighting fronts. On that day, the July 8 issue of the Saturday Evening Post will hit the newsstands—and



Theodore Stempfel, Chairman of the Council on Candy of the N.C.A. "... the basic story of Candy as Food is told ..."

the public will see the first of the new series of advertisements published on behalf of the entire confectionery industry by the Council on Candy of the National Confectioners' Association.

Announcement of the opening gun of the two-year, \$1,000,000 campaign was made at New York on June 5, when the Council met during the NCA conference.

"The full-page, four color ad which 3,400,000 Post readers will see on July 5 is just a starter," said Theo Stempfel, chairman of the Council. "We're very grateful for the enthusiastic support we have received from

manufacturers, suppliers, jobbers and all others interested in candy, whose prompt subscriptions to the Council fund have made it possible for us to go into action so soon. We are confident that the industry will continue to supply the money which will be used to give the public a better knowledge of candy's value.

The Post ad, first in the consumer series, is headed "BREAK OUT THE CANDY" and carries a striking illustration which shows candy being served to U. S. naval gunners in the heat of a crashing engagement in the South Pacific. The copy continues:

"Thunder . . . big guns . . . bombers . . . flak . . . torpedoes . . . tired, tense fighters at battle stations. Is a sea fight the time and place for candy? The Navy says it is."

Soon after the Post kick-off, the Council on Candy will swing into action with space in the rotogravure

magazine sections of a powerful combination of leading newspapers—the Metropolitan Group. This will be re-inforced later by similar representation in the American Weekly.

Life Magazine will be next to tell the public the truth about candy, and women's magazines also will figure in the campaign. The importance of giving a clear picture of candy's place in the diets of children is recognized in a series of advertisements to start in August in Parents' Magazine.

"For the first time since the industry was started, the basic story of candy as a food is told to consumers in a long-range, nation-wide program," Mr. Stempfel declared.

Simultaneously, steps are under way to present the modern view of candy to home economists and to doctors, dentists, nutritionists and similar groups in their own professional publications.

"The extensive use of candy by the armed forces, with their frank endorsement of its energy-building qualities, has provided material for exciting dramatization in the media of general circulation," declared R. N. Heath, executive of the Leo Burnett Co., Chicago advertising agency which is handling the Council's program.

"But the real pay-off," he continued, "is derived from the scientific findings of food values on which the Army's enormous purchases of candy are based. The worldwide distribution of candy to the armed forces sets up a splendid background for later advertisements in the consumer series which show in graphic form the nutritive values contained in widely used ingredients of candy."

All advertising is signed:

"COUNCIL ON CANDY OF THE NATIONAL CONFECTIONERS' ASSOCIATION—an organization devoted to maintaining high standards of quality in candy and the dissemination of authoritative information on its use as an energy-producing, morale-building food."

A.R.C. Holds Second Annual War-time Conference in New York

THE Second Annual Associated Retail Confectioners' War-Time Conference and 27th annual meeting of the association opened in the Hendrik Hudson Room, of the Hotel Roosevelt, New York City, on Sunday evening, June 4, 1944, with registration of guests from 6:00 to 8:00 p. m. The registration period was followed at 8:00 p. m. by the "House of Friendship" meeting with A. Klein & Co., hosts at the "Flowing Bowl."



Mr. Elmer Wieda, president of the Associated Retailers Association. Mr. Wieda was reelected during the June meeting in New York. He is president of Wieda's, Inc., Patterson, New Jersey.

The "House of Friendship" meeting was one of real pleasure for all who attended. Old acquaintances were renewed and new friendships made and a genial atmosphere of discussion and friendly "gossip" prevailed.

On Monday, June 5, officially the first day of the actual conference meetings, a luncheon was held at 12:30 followed by the

convening of the conference at 1:30, at which time, President Elmer G. Wieda, Wieda's Inc., Patterson, N. J., gave an address of welcome. Mr. W. D. Blatner, secretary of the Association, gave his report following the President's address.

Mr. Seymour Neill, Mrs. Snyder's Home Made Candies, Chicago, acted as master of ceremonies and introduced Edward G. Marsh, R. E. Funsten Co., St. Louis, at 2:30 p. m. Mr. Marsh urged members to keep up their present high production and sales in the post-war period.

Lack of labor in the manufacturing retail candy business has become so acute in Chicago, according to Mrs. Ora Snyder, founder of Mrs. Snyder's Home Made Candies, that "doors are closed more than they are open." Under such conditions, she reported, her company is able to supply only 60 per cent of the present demand and is making no deliveries to civilians.

A "candy quiz" was presided over by Mr. Seymour Neill, and was participated in by Mrs. Helen Britt, Lamont Corliss & Co., New York; Mr. Peter Laureys, Loft Candy Corporation, Long Island City; and Mr. James A. King, the Nulomoline Company, New York.

Some manufacturing retail confectioners are now reducing their average cost of dipping chocolates from 2.78c per pound by the hand dipping method to 1.07c per pound by machine dipping, according to Mr. Fred W. Greer, J. W. Greer Co., Cambridge, Mass. Mr. Greer spoke before both the A. R. C. meeting and the N. C. A. meeting a day later. His talk is reproduced elsewhere in this issue.

Herbert R. Dimling, Dimling's Candy Shops, Pittsburgh, Pa., introduced Mr. John H. Jacobs, O. P. Baur Confectionery Co., Denver, Colorado, who talked on the subject, "Problems of Personnel Post-War Planning."

One of the highlights of the three-day meeting was the Dramatization in Two Acts, "Let's Face It", put on by Geo. R. Frederick, Loft Candy Corporation, and a cast of players. The first act was entitled "Candymonium" and the second, "As You Like It". This little two-act play was pronounced excellently done. The cast was good and the group certainly knew the parts they were presenting.

Election and installation of officers was held on Wednesday afternoon, June 7. All officers elected during the 1943 meeting in Chicago, were re-elected for another year. Mr. Elmer Wieda, Wieda's Inc., Patterson, N. J., was re-elected president of the association. Other officers who retained their posts were: Mr. Seymour Neill, first vice-president, Mrs. Snyder's Home Made Candies, Chicago; Mr. H. L. Jeffery, Jr., second vice-president, The Maude Muller Candy Co., Dayton, Ohio; and Mr. Wm. D. Blatner, secretary-treasurer, Chicago.

New N.C.A. Officers Elected

At the election of officers held during the N.C.A. convention, the following men were re-elected for the year 1944-45:

Philip P. Gott, president; Charles F. Scully, Williamson Candy Co., Chicago, vice president; Arthur L. Stang, Cracker Jack Company, Chicago, secretary-treasurer; and Herman L. Hoops, Hawley and Hoops, New York, was elected as the other vice president to fill the vacancy left by Harry L. Brown of Brown & Haley, Tacoma, Washington, who resigned. Mr. Brown recently severed his connection with Brown & Haley company also.

New directors who were elected at the meeting and whose terms expire in 1946 were: John G. Rote, W. F. Schrafft & Sons, Corp., Boston, Mass.; Herman L. Hoops,



Charles F. Scully



Cecil H. McKinstry



C. R. Kroekel



Irvin C. Shaffer



John W. McKey

Hawley & Hoops, New York City; Harold S. Clark, The D. L. Clark Co., Pittsburgh; Wm. E. Brock, Jr. Brock Candy Company, Chattanooga, Tenn.; Harold H. Hoben, Mars, Incorporated, Chicago; Oscar G. Trudeau, Trudeau Candies, Inc., St. Paul, Minn.; Oscar B. Elmer, Elmer Candy Company, New Orleans; and Cecil H. McKinstry, Imperial Candy Company, Seattle.

Continuing directors whose terms expire in 1945 are: John H. Reddy, New England Confectionery Co., Cambridge, Mass.; Irvin C. Shaffer, Just Born, Inc., New York City; C. R. Kroekel, Kroekel-Oettinger, Inc., Philadelphia; O. F. Sealy, Johnson-Fluker Co., Atlanta, Ga.; Theodore Stempfel, E. J. Brach & Sons, Chicago; C. C. Chase, Chase Candy Co., St. Joseph, Mo.; and John W. McKey, Euclid Candy Co., of California, San Francisco.

The Board of Directors authorized the appointment of a distribution committee to find and study methods of expanding and distributing association educational material. They will consider material relating to warehousing facilities, air conditioning, temperature control, in both wholesale and retail outlets.

The Board also authorized the continuation of the research program carried on at the Department of Agriculture's Southern Regional Laboratory in New Orleans. It is expected that during the year additional experiments will be made on the possibility of using agricultural products rich in protein, mineral, and vitamins, particularly vitamin B₁. It is expected that the project will involve experiments with fruits, fruit concentrates, dehydrated fruits and concentrated fruit juices.



Wm. E. Brock, Jr.



Above: O. B. Elmer



Above: O. F. Sealy

Below: Harold S. Clark

Oscar G. Trudeau

John H. Reddy

Below: John G. Rote



Post-War Machinery Planning

By FRED W. GREER*

J. W. Greer Company

MAKING plans for the period immediately after the war is going to be much more difficult than making them after the last World War. I don't have to tell you how different this one is to the last.

It is quite evident that to avoid chaos following the end of the war, the industries of the country must all

be prepared with well-developed plans for their own future or else we will have another era of WPAs, etc.

I think we will all agree that our main objective is still to win the war as quickly as possible, but it is equally important that we plan carefully so that when the boys come back from the fighting fronts they can get good jobs and return to a normal life once more.



Fred W. Greer

Running a business and making intelligent plans for it during times of stress like the present is tough—real tough. With dozens of Governmental regulations to keep in mind and with the difficulties of obtaining raw materials, labor and learning to use substitutes makes managing a business a real headache these days.

Now, first, I would like to say that while there have been many wonderful new developments made during the past two and one-half years or more, I do not believe many of these will be suitable for or available to the public immediately after the war. It will take months and in some cases years before a lot of these ideas, materials and devices can be perfected for ordinary peace-time uses, so you may not be able to rush out and spend your money for these things just as soon as the war is over.

Speaking of spending money, I recently heard a fellow ask some sailors what they did with all their pay that accumulated when they were at sea. One of them replied: "Oh, we spend some of it for liquor, some of it for women, and the rest of it we just spend foolishly."

You must remember that more thought has been given for the last few years to methods of destruction rather than construction. Of course, many things developed during the war can be easily and quickly made available to the public but, in general, you are going to have to wait a while before you can push a button,

put your feet up on your desk and watch the sugar, flavoring, chocolate, etc., pour into a big hopper on one end of a wonderful machine and see finished and packaged candy come out of the other end. No, I am afraid you will have to get along with about the same methods and types of machines you now have for at least a few months longer.

I, frankly, don't know much about what other candy machinery manufacturers have been doing, but our own plant has been practically 100% on U. S. Navy work for two and one-half years and probably will continue to be for some time to come. However, we have been doing as much planning and designing of new machines for the candy and bakery industries as possible.

As most of you probably know, we have for over 27 years specialized to a considerable extent on chocolate coating and cooling equipment and accessory machinery for the candy trade, and during the past 10 years we have also developed quite a few machines for the biscuit and cracker bakers. It has never been our intention to make a full line of confectionery machinery. What we have endeavored to do in the past has been to specialize on certain types and to make them better than anyone else. We still intend to follow this general principle, but we are going to add certain new machines to our line just as rapidly as we finish developing them.

We feel that it is rather difficult, if not almost impossible, for one firm to be an expert on all types of candy-making machinery. So, by specializing on a limited number of machines we are in a better position to perfect these machines and to make them the best of their type in the world.

Some New Machines Planned

We will have some new machines, for which there has long been a demand, ready for you manufacturers shortly after the end of the war, or perhaps sooner if war conditions permit. However, we, like most other manufacturers, will probably resume building the same models that were in production at the outbreak of the war.

I would like to tell you about some of the new machines we are developing: for instance, the Greer Automolder—our starch molding unit. However, for obvious reasons I cannot do so. I can say, though, that I honestly believe there is going to be more and faster progress made in developing and perfecting candy machinery and processes during the next few years than has been made in the last 10 or 20 years.

Candy machinery in the future will have to meet much more exacting requirements along sanitary lines than in the past. Probably a lot of you know that a number of states are now in the process of drawing up new sanitary regulations for candy machinery. Candy machinery manufacturers will be required to build machines which can be more easily cleaned than the old models, and you candy makers are going to be checked up on

*Discussion by Mr. Greer before the Production Forum of the 1944 N.C.A. Wartime Conference held in New York City June 6, 7 & 8.

more closely in the future to see that these regulations are being complied with.

I know you are going to find candy machinery much better built in the future. We, like many others, have learned a lot about precision machining while doing war work and also a lot about stainless steel and other alloy steels, aluminum and bronze. Naturally, our designing and machine construction will reflect this additional knowledge when we resume manufacturing our regular line of equipment.

New methods of handling chocolate in coating machines, accurate and dependable automatic temperature controls, better designed bottoming attachments and feeders, scientifically designed cooling tunnels and multi-tier cooling conveyors, and improvements in other machines now make it possible for you to produce the very best chocolates on this type of equipment.

We have developed our Multi-Tier Cooling Conveyors to the point where they are as easy to operate as a cooling tunnel. We have been building them with as much as 600' of cooling travel, and these big machines occupy only about 16' of floor space—less than the shortest of tunnels. Machines of this type provide ideal cooling for chocolates, even at high coating-machine speeds and thus insure high gloss and good shelf life. Likewise, the equipment used in other departments will be improved and new types developed. While considering new equipment, don't forget conveyors of all types, pumps for syrup and chocolate, more efficient refrigerating units, air conditioning and better lighting fixtures.

Restrictions May Be Eased

We, and I am sure the other candy machinery manufacturers, will try our best to take care of your requirements just as soon as war conditions permit. Unfortunately, it is still very difficult to get priorities, but conditions may soon be such that restrictions will be eased up considerably and then you can go ahead with your modernization program.

It will pay you good dividends to spend a little time and thought on each and every department and process right down through your plant. You should be well along on your post-war planning now for reasonable expansion and shop rearrangement—not just dreaming. Don't trust to luck like the taxi driver who was rushing a passenger from the Grand Central Station to the Penn Station a few days ago. After several near collisions the nervous passenger asked the taxi driver to slow down and be more careful at the street corners. The driver replied: "Oh, just do what I do. Shut your eyes when we come to a corner."

Don't take for granted that you are up to date in every way, and, therefore, cannot make any further improvements. There is always room for improvement in every business. You should do everything possible now or as soon as war conditions permit to put your house in order and thus be ready for whatever comes,—good, bad or indifferent.

Former Manufacturing Confectioner Technical Editor Gets Doctor's Degree

Miss Kathryn Langwill received her PhD at Columbia University, June 6, 1944. Miss Langwill has contributed many valuable technical articles to THE MANUFACTURING CONFECTIONER, such as Applying Constants to Identifying of Fats, Jan., 1942, and others. She, more recently, has been a Technical Editor on the "M.C." staff and has received many favorable comments for her work with the Technical Literature Digest in this magazine.

VFW Services at Steven Plant

Honoring those who died in World Wars I and II, memorial services were held at Steven Candy Kitchens, Inc., Chicago, May 21, by the Fifth Division of the



Mrs. Julia C. Steven, at flag pole, during VFW Memorial Service on May 30.

Veterans of Foreign Wars. This was the fourth of these annual outdoor services, always held on a Sunday near Memorial Day. It is one of the outstanding activities at Steven's each year.

The service is held near the VFW memorial plaque erected on the company's grounds by Mrs. Julia C. Steven, founder and president of the company. Mrs. Steven is known as one of the VFW's best friends and has for years been active in their support. She was the first woman in the Middle West ever to receive the VFW gold American citizenship medal.

Gleason Joins Queen Anne Candy Company

Mr. Harry S. Martin, President of Queen Anne Candy Company, Hammond, Indiana announces the appointment of Mr. J. M. Gleason as Sales and Advertising Manager effective June 1st. Mr. Gleason has resigned as Senior Confectionery Specialist of the Office of Price Administration, Washington, D. C., but will continue as an OPA consultant. He has been with OPA for the past two years. During the NRA days he served as Chairman of the Code Authority.



J. M. Gleason

Before entering government service in 1942 Mr. Gleason was with the W. F. Schrafft and Sons Corp., Boston for 20 years, where he was director of sales and active in organization work. Mr. Gleason is past Vice-President of the National Confectioner's Association.



THE *Manufacturing* RETAILER



The Potential Power of Public Preference

By GEORGE R. FREDERICK*

Loft Candy Corporation, Long Island City

JUDGING from the talks we have heard the past few days . . . and the discussions I have had with many of you . . . it is evident that collectively and individually, we are all thinking about the subject which I should like to discuss briefly. At the start, let me make it very clear that what I shall say is merely my own personal opinion, based on a study of the trends of the times which has convinced me that all the talk about our being at the "cross roads" is literally true.

We all agree that we cannot go backwards . . . naturally our goal must be "forward". Please don't think that the suggestions I have to make are to be considered as a "cure-all" for the future, they are merely an attempt to put into words some ideas based on factual information which would be helpful in combatting conditions we are faced with right now.

While we are most vitally concerned with our own business, I believe that the broad objective of all private enterprise must be considered. With this in mind I would like to briefly touch upon what will be required of business to meet the challenge of the future. From a digest of authoritative information it appears that the two most important goals, necessary to insure for America the way of life which our American men are now fighting for, are:

First . . . High-level employment, and

Second . . . High-level production.

Must Provide Jobs

It is estimated that some 50,000,000 jobs must be provided by industry—commerce and agriculture. To be certain that there are jobs enough, and of the right kind, industry must increase the gross output of goods and services more than 40% over the record-breaking peacetime year of 1940. These figures are rather staggering but they will give you some idea of the magnitude of the task American business is facing when the War ceases.

Peace, when it comes will find a terrific need and desire for goods which consumers have not been able to purchase in Wartime. People will have the money to buy these goods. We must be prepared to meet that demand.

Now, with these remarks as a background . . . let's consider how this applies specifically to the Candy Business which has grown over a period of years to the point where our Annual Retail Sales last year were approximately (\$1,000,000,000) one billion dollars.

This phenomenal growth did not just happen. It required good—sound—common sense, clear thinking and

Mr. George R. Frederick, vice-president, Loft Candy Company, Long Island City, New York, said in part: "We must create a favorable and lasting impression on the public, who after all, must be pleased if we are going to maintain our present position and create new markets for our products."



vision, constantly devising new ways and methods to improve their production, personnel, stores, services, merchandise, and taking advantage of every new way to promote and expand our business.

We must create a favorable and lasting impression on the public, which after all, must be pleased if we are going to maintain our present position and create new markets for our product.

An example of what can happen if we do not continuously strive to attract potential customers is the fact that originally, candy had the *bulk* of gift business for Mother's Day. The sentiment attached to the sweetness of our product made it a "natural" for the "Gift of Gifts" on that day. But, from my observation, and I know many of you in this audience are also conscious of this today, practically *everything*, from a handkerchief to a mink coat is being alluringly advertised as the most *desired* gift for Mother on *her* day.

Now what do you think brought this about? The answer is consistent, cleverly-planned Advertising . . . and merchandising properly directed. While candy is still recognized as a very acceptable remembrance for Mother's Day, and many of us still do a sizeable business on this occasion, nevertheless, I know that we have not done as good a job as we could to keep candy in the lead. That, unfortunately, is what always happens when we do not watch out for competition.

We must never, for one moment, lose sight of the fact that the candy business perhaps more than any other, is built on customer acceptance and good will. Our most pressing problem right now is to maintain and expand

*Talk presented to the A.R.C. Convention, New York, June 7, 1944

FIRST CHOICE

FOR FINER JELLY CANDIES

EXCHANGE CITRUS PECTIN

FIRST CHOICE FOR QUALITY: Jelly candies made with EXCHANGE Citrus Pectin are famous for their eating quality—freshness, flavor, and brilliant clarity—whether made cast or slab.

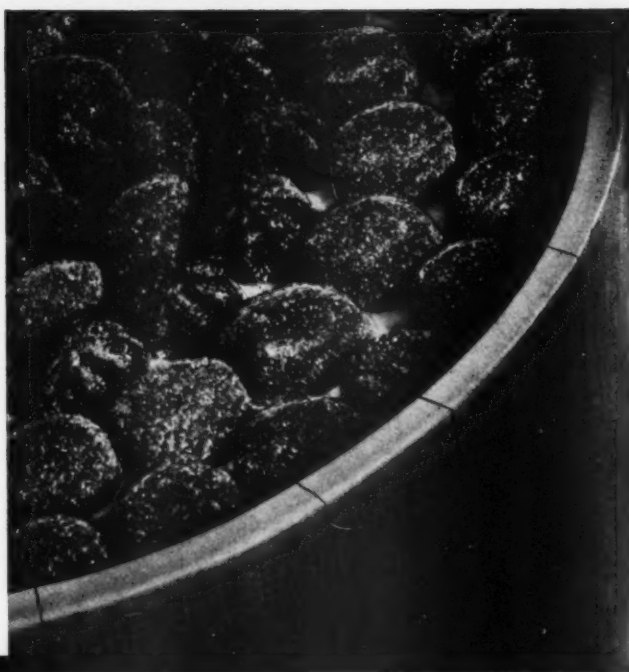
Feature them in all your packs and assortments.

They have a superior quality your customers recognize.

The boys in our armed forces are eager for those tangy, fruit flavored Pectin Candies too.

FIRST CHOICE FOR PROFITS: EXCHANGE Citrus Pectin Candy cuts production time—sets and is ready for "sanding" in a few hours—packs easily in bulk. With EXCHANGE perfected formulas, you can be sure of a good batch—and good profits.

Confectioners everywhere are featuring Jelly Candy made with EXCHANGE Citrus Pectin. It's a proven way to step up sales and increase profits. Try it!



CALIFORNIA FRUIT GROWERS EXCHANGE

Products Department, Ontario, California

189 W. MADISON ST., CHICAGO ★ 99 HUDSON ST., NEW YORK

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this elusive customer good will that we have enjoyed over a long period of years . . . we cannot sit by and let this be diverted elsewhere.

We cannot take the attitude of the Salesman who changed to a Policeman's job and when asked if he liked his new work stated: "Fine, the pay is regular, the hours are satisfactory, but what I *really* like about the job is the fact that the customer is always *wrong*." Our customers must be made to feel that they are always *right*.

To sum up the foregoing, we must recognize the fact that we are at the "Cross Roads".

Even if we feel we are on the right track we will get run over if we just sit there.

To go forward we must prepare now so as to be ready for Peace Time Readjustment.

Let's closely study existing conditions in our own business . . . and take immediate steps to correct and improve anything that may prove a boomerang from dissatisfied customers. Also . . . I urge each one of you to give very serious consideration to a well planned Advertising and Public Relations Campaign. Speaking of well planned Advertising reminds me of the definition of an Optimist as one who believed he could sell a double breasted suit to a man with a Phi Beta Kappa Key; without meaning to make a pun on this, we should "key" our Advertising to our market.

Each one of you will know best what will suit your needs but be sure it upholds quality and sound merchandising principles. Production, sales, and advertising are so closely allied that it is difficult to draw a fine line indicating where one function ends and the other begins. Increased production which we look forward to after the War will require increased sales; increased sales will require more consumption, more consumption will require MORE CUSTOMERS, and more customers will be possible only through FAVORABLY IMPRESSING the

public. Emerson's adage about the better mouse trap will no longer be true. No matter how good our product is or how much superior we may believe it is, customers will not look for us . . . we must look for them.

Advertising is a powerful selling tool which brings the manufacturer and customer together. It requires careful study of your market to impress your potential customers. Included in any advertising program should be a distinctive window dressing campaign. Point-of-Sale advertising is most important in bringing more people into your store where they actually buy the product. Appropriate radio advertising and attention-getting newspaper copy will tell people about the merits of your product, attractive and appealing window and counter displays will invite customers into your Store to purchase.

All of this must be backed by training your store personnel so that they can courteously complete the sale. Don't forget that your employees are an important cog in the wheel . . . and they must be sold on the product they are making and selling . . . as well as on the company for which they are working. If they are loyal, interested employees, we will not be like the retailer I heard about recently who when filling out one of the innumerable Government questionnaires was asked to list his fastest moving item and without hesitation wrote, "Personnel!" Many organizations have found that an employee house organ is a great morale-builder and plays an important part in keeping employees interested and happy in their work. Management and labor must work together harmoniously, to make and develop a consistently good line of fine, fresh, home-made type candies which can creditably bid for customer acceptance against competition.

I have not meant to be an alarmist in any way of the foregoing statements and I repeat that these are only my own personal opinions. Consequently this talk is not intended as a lecture on how anyone else should run his

or her own business. I merely want to point out that conditions DO exist which are detrimental to our Industry and, sometimes, we are so close to them, and these days so frequently harrassed by shortages of material and labor, that it is too easy to overlook conditions which may be undermining our business.

I would like to leave with you three R's which I believe would be a good "credo" to follow. . . .

1. RECOGNIZE that we DO have problems to overcome.
2. REALIZE that we must PLAN REALISTICALLY.
3. RESOLVE to DO something about the situation RIGHT NOW.

In the meantime, "Let's FACE the Issue" . . . and make sure that we are not in any way antagonizing our customers so that they will turn to other sources of supply.

Big Gains are Predicted At Food Technologist's Meet

A prediction that "great advances will be made in the field of scientific research" in the post-war period and a warning that "we must expect no miracles" were voiced by George A. Sloan, president of the Nutrition Foundation, Inc. at the conference of the institute of food technologists in Chicago on May 29, 30, 31.

Asserting that "too many well-intentioned individuals are promising full employment . . . which fail to meet the test of rational appraisal," Mr. Sloan said that "markets are not developed or production justified by promises that are in conflict with the fundamental law of supply and demand."

Mr. Sloan gave assurance that "we may look forward to the increasing role of the scientist in guiding the policies of an expanding food industry."

Food and Drug Commissioner Retires

Walter G. Campbell, Commissioner of Food and Drugs, retired April 30 from the federal service under the voluntary provisions of the Retirement Act, bringing to a close an illustrious civil service career that began in 1907. Harvey W. Wiley, then chief of the Bureau of Chemistry, appointed Mr. Campbell as chief inspector. Mr. Campbell organized the staff of food and drug inspectors on a nationwide basis and formulated plans for operations. In 1914, he was appointed chief of the Eastern District. When the Food and Drug Administration was established in 1927, Mr. Campbell became its head. He was instrumental in securing the enactment of the Federal Food, Drug and Cosmetic Act of 1938.

Confectioners Association Honors McKinstry

Cecil H. McKinstry, president and general manager of the Imperial Candy Co., Seattle, took on another title recently, when he was made a director of the National Confectioners Association. McKinstry, who was elected to represent members in the Pacific Coast area, recently attended the association's convention in New York City.

Peanuts to Overseas Troops

Peanuts are now available to overseas troops, according to an announcement by Col. George F. Spann, Q. M. C., Commanding Officer of the Jersey City Quartermaster Depot. Careful and timely buying of the 1943 crop has resulted in the obtaining of sufficient quantities for the Army, and at the same time, permitting sufficient stocks for normal civilian consumption. The supply of peanuts for resale to overseas troops will augment candy supplies, which are now being purchased at the rate of over \$50,000,000 a year for resale to the Armed forces.



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Years of experience and painstaking effort have produced our Favorite Brand Vanilla extract of uniform quality which is unsurpassed.

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"E" Award Presented to Industrial Gear Company

In a ceremony featured by unusual dramatics, the Industrial Gear Mfg. Company of Chicago, was awarded the Army-Navy "E" May 11.



President Scharek, 3rd from left in front row, with a group of his employees.

Veteran observers—men who had participated in numerous "E" award affairs—agreed that Industrial's was one of "the finest and most impressive we have ever seen, for naturalness, sincerity, smoothness and perfect planning in every detail."

Assembled at the Paradise Ballroom, Chicago, for the indoor program, officials and employees of the company heard their war efforts lauded in glowing terms by Commdr. William C. Butler Jr., U. S. Navy, who presented the pennant to A. M. Scharek, president.

Commdr. Butler, whose exploits in the war have won decorations for him, appeared as representative of the Navy's Bureau of Ordnance in Washington, D. C., where he is stationed. He spoke of the company's achievements, assuring his listeners

that he and his superiors meant every word he uttered. Commdr. Butler emphasized especially in his official capacity that "Industrial" gears have proved unsurpassed and established leadership for fine workmanship, accuracy, reliability, and all-around quality.

President Scharek, in his acceptance speech, spoke of the humility which he and all his employees feel over their accomplishments by comparison with the sacrifices of those on the battle fronts.

The 500 workers and their friends at the ceremony echoed Scharek's sentiments with resounding applause. Another enthusiastic reception was given John A. Sizer, vice president of the company and a vital factor in its expansion.

Such were the highlights of the oc-



President Scharek receiving Army-Navy "E" Pin.

casion. Impressive also was the appearance of the United States Navy color guard. Music by the Midshipmen's orchestra added to the lively tempo of the program, presided over by John Harrington, noted radio broadcaster, who officiated as master of ceremonies.

Lieut. Col. R. H. Place, executive

officer of District No. 3, Sixth Service Command, praised the record of the workers in awarding them the "E" pins. Six employees selected by their co-workers in a popularity vote stepped forward to receive the pins. They were Raymond Tvrdik, spokesman for the group, Richard Owen, Daniel Kortas, Angeline Bochero, Mrs. Helen Willard, and Lena Pellegrino.

When formed, the company occupied a shop 50 by 100 feet and had only three workers. It is now housed in a modern factory at 4515-39 West Van Buren Street, equipped with the latest machinery throughout, and with 50,000 square feet of floor space and nearly 300 employees.

Flavor Research Too!

Underlying theme of the N.C.A. and A.R.C. conventions was the need for continual research in candy.

... To find new ingredients
... To save labor
... To improve candy

Research is the essence of our flavor business—an endless endeavor at Lueders. Research helps us find sources of flavor to "keep you going" during shortages. Lueders can do it!



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We sell SUGAR & SYRUPS—
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- Used by many prominent and successful confectioners.
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B.A.C. has been used successfully in the making of Butter Scotch, Carmels, Fudges, Kisses and Puffs, Nut Rolls, Nougats, Bars, Toffee, and other pieces requiring butter.

Proven successful because B.A.C. gives your candy an even higher degree of delicious butter flavor than you can possibly get with NATURAL BUTTER OR OTHER METHODS.

B.A.C. will improve your candy's flavor. You can taste the difference. Try it now. Just fill out the coupon at the bottom of the page—we will send you 1 gal of B.A.C.—1 oz. will reconstitute 10 lbs. of natural fat to butter strength. Only \$18.00 a gallon. If you are not satisfied you will get a cash refund.

**When ordering please state your cooking
time and temperature.**

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Please send me 1 gal of B.A.C. at \$18.00 per gal. My cooking
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Firm.....

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Use of Cottonseed Flour in Candy

By DR. T. F. ZUCKOR*

Prof. College of Phys. & Surgeons, Columbia Univ.

Cottonseed flour happens to be rather remarkable in its composition as a food. As you know there is no food article which is suitable for use as a single food in the sense that it then is a perfect food. The cumulative experience of the skilled housewife and the nutrition investigator agree perfectly that a good diet is made up of a variety of food substances. We know this about cottonseed flour: among foods of plant origin it has a high proportion of a relatively very good quality of protein and it has an excellent supply of those vitamins which are called the B vitamins (water soluble vitamins). It has no particular virtue as a source of minerals and we must not expect it to supply the fat soluble vitamins A and D.

A possible flaw in its vitamin B distribution may be that it is not too high in niacin which is also the case with most grain products. Here a combination with peanut can be considered because peanuts have a rich supply of niacin while not so good in some of the other B factors and a protein of slightly lower biological value.

One very remarkable property of good quality cottonseed flour is its almost unlimited stability and freedom from rancidity. Its anti-rancidity property seems to be conferred on mixtures which contain it.

Everything new takes time. It has been only recently possible to introduce to general markets uniformly high grade preparations of cottonseed flour. Cottonseed products as food for man or animals also have a discouraging history, discouraging in the sense that it reflects the fallibility of human judgment.

It is well known that a variety of commonly used foodstuffs will display under certain conditions an unfavorable, almost poisonous action. It is perfectly well known that, for instance, egg white and the ordinary garden pea contain in their natural state substances which can be shown to be toxic but that such toxic action is entirely abolished by heat as in cooking. This is not a serious problem because in the case of peas cooking is done anyway to make them palatable and in the case of egg white the unfavorable action is not marked especially when the diet is otherwise well balanced and contains adequate amounts of the water soluble vitamin biotin. These slightly poisonous substances which are destroyed by cooking are probably more widely spread than we realize. Soy beans and other legumes are also improved in their nutritional value by cooking although this effect may also be explained in other ways.

I am telling you all this not because it is in itself of enough importance but it has to be brought out because there are people who conscientiously but mistakenly urge such arguments against cottonseed products. Now the facts with regard to cottonseed. It has been known for a long time that the raw cotton seed contains one of these harmful materials which is destroyed by cooking, and therefore, even in the earlier days all cotton seed to be used in animal feeding was cooked. Then at one of the Experiment Stations extensive experiments were carried out on cattle feeding where a large amount of cottonseed meal was substituted for green feeds. The animals did not thrive and showed a number of symp-

*A discussion before "New Materials" Panel, N.C.A. Wartime Conference.



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POLAK'S *Fruit* WORKS INC

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toms which were pronounced as cottonseed poisoning. This work received wide publicity. Later, however, as a knowledge of vitamins developed these symptoms were recognized as vitamin A deficiency symptoms and on retrial of similar experiments where care was taken that the vitamin A supply was adequate the cattle thrived beautifully on cottonseed and there were no signs of cottonseed poisoning. The fault was not with the cottonseed but with the experimenters' judgment as to what was a correct way of carrying on the experiment. In England agricultural chemists have also expressed the opinion that in other species the condition looked upon as cottonseed toxicity is nothing but a deficiency in other parts of the experimental diet. Dr. Lafayette B. Mendel of Yale, one of the world's foremost leaders in nutrition studies called attention to it that not a single case is known of a human being showing any signs of cottonseed poisoning, and the Council on Food and Nutrition of the American Medical Association has given a clean slate to the cottonseed flour which goes under the name of Proflo.

We have, incidentally to other work, taken up again the question of any lingering doubts as to the wholesomeness of properly prepared cottonseed flour. In our experimental animals on diets in which the protein was solely derived from cottonseed meal we found the young growing excellently but the mother rats made a distinctly poor showing in reproduction, but when we supplemented this diet with a little casein so that two sources of protein were available we obtained the most flourishing reproductive record we have ever had, and this went through three successive generations.

There is no single foodstuff which can be relied on as the perfect food. It is perfectly well known that even with milk, if it forms too large a portion of the diet at any time except the infant stage, a marked anemia results because milk is deficient in the necessary food iron. Again I say it is only because you will hear this kind of criticism levelled at not only cottonseed flour but other new dietary products that I have gone into this story in such detail.

You may also hear something about allergy and cottonseed. Let me just say that this has been gone into very thoroughly and that in this respect cottonseed is in no different a position from other foods like eggs, milk or wheat flour. On account of certain technically interesting points cotton seed allergy has recently been discussed extensively within professional groups. You can, if necessary, verify what I have told you by referring to the Allergy Laboratory of the U. S. D. A.

Every newly introduced food article meets some resistance on account of unfamiliar taste or because it does not look like the things people have been used to. Not so many years ago when, on account of its superior dietary value, tomato juice made its appearance on breakfast menus we all remember how divided opinion was as to whether that was something fit to drink, especially so early in the morning, even if it was good for you. Now it is universally accepted.

Cottonseed flour like everything else has its own taste which, however, when used in small amounts is not detectable. The attempts to use it in very considerable quantities in baked goods have brought forward unfavorable opinions on taste and color. These amounts may have been unwarrantedly high but it may also be that in a reasonable time the color and taste will be generally acceptable as in the case of tomato

"Man Your Battle Stations!"

When the thunder of the great ship's guns dies away and the smoke of battle has cleared, our fighting men relax. They know that their success, which was dependent upon the workmanship and accuracy of the mechanisms operating the battleship's guns, will again be assured in future battle because they can depend on their equipment to operate perfectly at all times.

"Depend on Candy Too"

Candy is one of the quick-energy foods that these men demand to fight off battle-fatigue. You can keep the candy flowing to them in an unbroken stream and to all of your other customers if you depend upon BURRELL belts at all times to handle your belting jobs. You can always count on BURRELL belts for capable performance!

BURRELL leads the belting field with its "All-



Star" cast of 9 BURRELL stars: *Feed Table Belts (endless) *Batch Roller Belts (patented) *Caramel Cutter Boards *Cold Table Belts (endless) *CRACK-LESS Glazed Enrober Belting *THIN-TEX CRACK-LESS Glazed Belting *Innerwoven Conveyor Belting *Caramel Cutter Belts *White Glazed Enrober Belting (Double texture; Single texture; Aero-weight).

BURRELL BELTING CO. 401 So. Hermitage Av. Chicago

juice. At any rate in the confectionery field these questions will hardly arise.

One probably superfluous word of warning should not be omitted. If you use cottonseed flour and expect uniformly good performance and assurance of wholesome keeping quality you should procure it from a reliable house. There are certain small cut-rate vendors of cottonseed products whose output is questionable on the score of reproducible palatability and possibly also on wholesomeness if they lack the equipment for skilled and proper processing.

The use of too much sugar is frowned on nutritionally because it means calories without accompanying food essentials. With supplements like cottonseed flour the nutritional quality is improved and less sugar is needed per pound of candy, or a given sugar allowance is stretched over more production. Cottonseed flour is indicated particularly if you want to raise the vitamin B complex content and it also adds good quality protein. Also, in the baking industry, it has been found that the addition of Proflor to cake ingredients allows one to use much less shortening, and confers a particularly pleasant crust quality on the baked goods.

With some ingenuity it should be possible to do things of this kind in your industry. Of course, I do not know that the use of cottonseed flour would allow reduction in fat content of candy without loss of creaminess, but if this could be accomplished it would be worthwhile nutritionally and probably from the point of view of production costs. With a variety of new products available, a variety of new techniques should suggest themselves. Of course all this must be done within the scope of confectioners' good judgment.

There is no question that the consumer would be benefited if further supplements of essential minerals, good protein or vitamins would go into candy manufacturing. From the point of view of the industry the first consideration is whether such nutritionally fortified products are still good candies. In putting such plans into effect I think it would be advisable to give close consideration to definite planning, studying the various practical questions involved rather than going at it in a haphazard manner utilizing any momentary thought without regard to the general effects on the industry. There are many complicated problems which the food industry faces in the field of nutritional health of the nation. If there is time and interest in the subject matter it might be profitable to go into it in more detail.

Army "C" Rations to be Revised

In an attempt to add a greater variety of confections to the rations of the Armed Forces, the addition of candy coated peanuts and coated raisins in the 6B Unit of the "C" Ration is being planned. It is expected that about 6,500,000 bags of these rations will be required between June 15 and September 15 in addition to present contracts and are to be delivered in equal weekly quantities. Manufacturers who can produce these goods are asked to get in touch with Mr. A. H. Doherty, Chicago Quartermaster Depot, 1849 W. Pershing Road, Chicago 9.

• Orville E. May has been appointed chief of the Bureau of Agricultural and Industrial Chemistry to succeed W. W. Skinner, who resigned March 31. Dr. May in 1939 organized the Northern Regional Research Laboratory at Peoria, Ill., and directed it until 1942.

Former National Candy Company Manager Dies

George Taylor Peckham, former general manager of National Candy Company's Consolidated Factories in



George T. Peckham, former N.C.A. Vice President, Gen. Mgr., National Candy Co., St. Louis, Mo.

St. Louis, died suddenly on Friday, May 12, following a heart attack.

Mr. Peckham was born on December 28, 1878 in Pulaski, New York. He received his education in Pulaski and later taught school. He came to St. Louis in the fall of 1896 at the age of 18 years to work for his uncle, O. H. Peckham, who operated the O. H. Peckham Candy Manufacturing Company. His first duties were stenographer-bookkeeper for the company and after a few years he went on the road as salesman, traveling a considerable part of the territory, calling on the wholesale trade.

The O. H. Peckham Candy Manufacturing Company was one of the factories that consolidated into the National Candy corporation in 1902 and George Peckham was later promoted to the job of travelling auditor for the corporation.

In February 1907 he was made manager of the A. J. Walter Factory where he remained until the consolidation of the Walter, Peckham and Seward factories, at which time he was placed in charge of Consolidated Factories, moving to their new building in May 1929 where he remained until his retirement in 1940.

Shortly after Pearl Harbor, Mr. Peckham felt like his many years of experience could be put to some good advantage in furthering the war effort and he again returned to the daily routine of work when he was named Personnel Director of Lincoln Engineering Company, one of St. Louis' important war plants.

At one time during his life he was a member of the Board of Directors of National Candy Company and also served as a Board member of the National Confectioners' Association. He was well known throughout the confectionery industry.

Mells Mfg. Co. Vice President Dies

Andrew B. Henning of 325 East 163d Street, the Bronx, vice president and treasurer of the Mells Manufacturing Company, Brooklyn, candy makers, and a former president and treasurer of the Candy Executives and Associated Industries Club of New York, died Monday in the Wickersham Hospital, 133 East Fifty-eight Street, after an illness of two weeks. He was 67 years old.

Starting in the Middle West and moving to New York in 1914, Mr. Henning had been engaged in the candy business for half a century. He has long been active in the National Confectioners Association of the United States and was a former director of the New York State Chocolate and Candy Manufacturers Association.

CANDY TIED WITH

RIBBONS — Means More Sales

We have largest stock in the Middle West

Satin—Messaline—Patriotic & Novelty Ribbons—Rib-Onit—Ready-Made Bows—and Rosettes.

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Since 1877
Quality Supplies
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For a really fine
Pineapple flavor try our
CONCENTRATED IMITATION

PINEAPPLE

FOR HARD CANDY

\$8.00 Gal.

Use 1½ oz. to 100 lb.
batch candy

Samples on Request

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CEREALS IN CANDY

Increases its **"FOOD VALUE"**

**POPPED
WHEAT**

Corn Flakes
Bran Flakes
Crisp Rice



Wheat Flakes
RI-KO
Cocoanut Substitutes

**POPPED
RICE**

Popcorn Manufacturers Are Invited to Try Our Popped Wheat

Write Today For Samples & Prices

VAN BRODE MILLING CO.

CLINTON

MASSACHUSETTS

Flavoring Extract Association Meets in New York City

THE Flavoring Extract Manufacturers' Association of the United States held its annual business meeting on May 22 & 23, 1944, at the Hotel New Yorker, New York City. During the course of the business meeting, the election of officers was held with the following men being chosen to lead the Association for the coming year:

President, Garret F. Meyer, Warner Jenkinson Co., St. Louis, Mo.; 1st Vice President, W. B. Durling, Wm. J. Stange Co., Chicago; 2nd Vice President, G. M. Chapman, The Liquid Carbonic Corp., Chicago; 3rd Vice President, C. C. Nowland, The Geo. H. Nowland Co., Cincinnati; and Secretary, E. L. Brendlinger, The Dill Co., Norristown, Pa.

Members of the Executive Committee are: Lloyd E. Smith, Virginia Dare Ext. Co., Inc., Brooklyn; F. W. Green, Nat'l Aniline Div., Allied Chem. & Dye Corp., New York; J. H. Beach, Seeley & Co., Inc., New York; and J. N. Curlett, McCormick & Co., Inc., Baltimore.

Mr. J. H. Montgomery, Fritzsche Brothers, Inc., New York, gave the president's address since he has held that position in the Association during the past year. Mr. Montgomery said in part:

"Ours is a very small industry as American business goes today. It is hardly known to the average layman and even those in the various lines of business which we serve, such as you manufacturers of flavoring extracts, seldom realize how many different aspects there are to the essential oil business, nor how many different industries depend upon us for materials vital to their proper functioning.

Every conceivable branch of the food industry, including baked goods, confectionery, chewing gum, soft drinks, etc., required flavor. The drug manufacturers have learned that up-to-date flavoring is necessary to keep their specialties competitive and attractive to the consumer. . . .

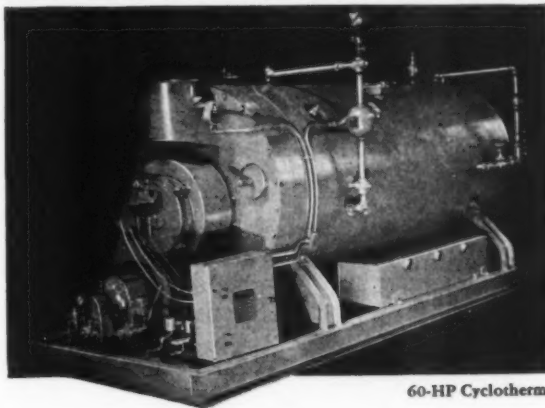
We are forced, now, to look to practically every quarter of the globe, both civilized and uncivilized for our raw materials and of course, lean heavily on the domestic aromatic chemical industry. . . . Today, after more than four years of total global war, which has not only cut us off from countless foreign sources of supply but has also forced Government to take from us, numerous domestically produced materials or to interfere with their production, we, with the assistance of the closely affiliated aromatic chemical industry, have a proud record of accomplishment. New sources of supply have been and are being developed, most notably in the Western Hemisphere. Replacements of unobtainable products have been devised and in many cases the seemingly impossible has been achieved.

All this has been possible only because of the developments which have occurred in the essential oil business during the past 30 or 40 years. Today, this trade is composed of a larger group of organizations, all with their laboratories and skilled chemists.

A very forward step directed towards the improvement of quality in essential oils and related products was the formation some years ago of the Scientific Section of the Essential Oil Association. This is composed of the scientific personnel of various member firms, each being generally represented by its chief chemist. The recommendations of the Scientific Section with respect to essential oils and related aromatic chemical standards are not only accepted by the respective Revision Committees but their advice is eagerly sought. Their work has corrected many past inaccuracies and imperfect standards.

for June, 1944

**DOLLAR EFFICIENCY—work
done per dollar spent—measures
the value of steam generation**



60-HP Cyclotherm

The Cyclotherm Steam Generator shown here is one among many types that have proved themselves under the most strenuous wartime use. Cyclotherm's exclusive principles of combustion and design assure high efficiency at low cost of operation for all types and horsepower.

Cyclotherms are designed and built to give years of exacting, trouble-free service with a minimum of attention. For all Cyclotherms are ruggedly built, fully automatic and completely self-contained.

The wide power range (10 to 300 horsepower) of Cyclotherm includes units that are both oil and gas fired. Use in widely differing fields of Cyclotherms of all types and horsepower has proved their enviable steam producing capacity per unit of fuel consumed.

Deliveries are being made as rapidly as the press of Government orders permit. While the range of available units obviously cannot be on a peacetime basis, if you are planning immediate replacement, our engineers will be glad to cooperate in meeting your needs. We shall be happy to supply any additional information you may desire.



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OSWEGO . . NEW YORK . . BOX 407





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Our modern plant is setting an enviable production record to hasten the day of Victory... and will devote the same energies toward the peacetime needs of Industry. Call on us for your Gear and Sprocket needs.

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Her taste demands Ambrosia

HIT HER taste target—now—and lay the foundation for YOUR market of tomorrow. She knows candy differences like she knows planes—and she responds to fine coatings that mingle a dozen blended chocolate flavors on her discriminating tongue. Fine candy makers find Ambrosia Coatings rate—decidedly—with HER!

CHOCOLATE COATINGS
MADE IN MILWAUKEE

Ambrosia

CONFECTIONER'S BRIEFS

Curtiss Candy Co., Chicago, is experimenting with a line of new products including: dehydrated soups, peanut butter, gravy sauces, corn muffin and similar mixes. . . . Shotwell Mfg. Co., Chicago, is building a postwar market for "Hi-Mac" candy bars with a new series of advertisements to appear in newspaper magazines. The 5-cent chocolate coated bar, brought out a year ago, is going largely to the armed forces with 75% of its production channeled into the Service outlets. . . . Reid-Murdock candy factory in LaPorte, Indiana, has been purchased by the Greenley Company, and will begin manufacturing chocolates and other candies within a short time, according to J. J. Green, manager of the Greenley firm.

Brig. Gen. Malcolm C. Grow, chief surgeon of the Air Service Command, has announced that specially prepared rations of hard candy, chewy candy, gumdrops and chewing gum are being issued to U. S. airmen before they take off on long flights over Europe because it has been proved that they enable bomber crews to fight off fatigue and bitterly cold temperatures prevailing at high altitudes. Airmen now get a greased cardboard package containing ten hard candies, ten gumdrops, three pieces of toffee and eight sticks of chewing gum. . . . A subsidiary of the Curtiss Candy Co., Equipment Finance Corp., Chicago, has filed a registration statement with the Securities and Exchange Commission covering 14,000 shares of \$100 par 4% noncumulative series 2 preferred stock. The stock is to be sold at \$100 with no underwriters' commission. About \$300,000 of the proceeds will be used to finance acquisition of factory and warehouse buildings and the remainder to buy about 900 trucks when they become available.

A meeting of the Board of Directors of the Southern Wholesale Confectioners Association took place on June 12 and 13. The meeting was called in place of the annual meeting which had been scheduled for July. Problems of handling Association management, uniform markup, and general industry problems were discussed. . . . Members of the Southern Salesmen's Candy Club met at the Robert Fulton Hotel, Atlanta, Ga., on June 16 and 17, to discuss changes in Constitution and By-Laws and to give some thought and discussion to the N.C.A. advertising program for the Council on Candy.

VANILLIN

LIGNIN VANILLIN C. P., U. S. P.

A *Finer* Vanillin of Exquisite Aroma.
A *Natural Source* Vanillin Originated and Manufactured in the United States.

AROMATIC CHEMICALS AND ESSENTIAL OILS FOR FLAVORING PURPOSES.

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GENERAL DRUG COMPANY
644 Pacific St. Brooklyn 17, New York

9 S. CLINTON ST. CHICAGO 6 FACTORY: WISCONSIN, U. S. A. 1019 ELLIOTT ST. W. WINDSOR, ONTARIO

SUPPLY FIELD NEWS

• A monthly bulletin for manufacturing confectioners has just made its debut under the sponsorship of Magnus, Mabee & Reynard, Inc., well-known flavor and essential oil house. Titled "Flavor Pointer", it is an informative little journal that discusses current and future flavor oil trends and prices. It is spiced with brief journalistic excursions into today's complex flavoring situations, and their solution.

• Companion bills were introduced in the House and Senate recently, extending the Sugar Act of 1937 for two years to December 31, 1946. This law provides for sugar production and imports to be allocated by the Department of Agriculture.

• It was announced at the end of May, that the corn refining industry was grinding at about 80% of capacity, the limit set by the government. Refiners believe that they may continue at this rate until the new crop comes in if the government gets the 72 million bushels of corn it is seeking through the Commodity Credit Corp.

• Cocoa Stocks are dropping so fast, processors are fearful they won't be able to keep their civilian customers supplied. Civilians are limited to 80% of 1941 consumption but the Government is not limited. Military orders for all types of chocolate are heavy, while imports of cocoa stocks have slumped.

• A late report from the W.F.A. says there will be no major boost in sugar allotments this year, although imports have been reported running 30% ahead of last year.

Mr. Harry L. Derby, President of **American Cyanamid Co.** is the newly appointed chairman of the committee on Veterans Employment Problems of the N. A. M.

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"Flavors and basic flavoring materials for the confectionery, food, and allied industries."



Kallistaroms

A line of highly concentrated flavors for hard candy, caramels, toffees, fondants, gums and pectin jellies. They do not resinify or oxidize under heat, and exaporation has been reduced to a minimum.

Use $\frac{1}{4}$ to $\frac{1}{2}$ oz. per 100 lbs.

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SHELLED PECAN HALVES

300/400 COUNT

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Your
Candy's
Wholesome
Taste



Is protected by the high production standards and modern methods in operation at the Penick & Ford plant Cedar Rapids, Iowa. Here, eternal vigilance makes certain that Penford Corn Syrup will be pure and wholesome for your candy.

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Factory, Cedar Rapids, Iowa

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A LITTLE Mapleine **..DOES A LOT..**

FLAVORS HARD TO GET? Not famous Mapleine! Same fine permanent flavor as ever. Just as easily available, too.

VARIETY A PROBLEM? Not with Mapleine. Perfect in fondants, bar goods, creams, caramels. Economical for penny goods. Fine quality for best chocolates. Concentrated. Use only one third as much as vanilla.

PERMANENCE A "MUST"? If you're making candy for overseas, Mapleine's your flavor. Popular with service men. Won't cook out, won't change in storage under any conditions.

☆ **LEARN** more about Mapleine's special wartime uses. Order from your supplier or Crescent Mfg. Company, 659N Dearborn St., Seattle 4, Wash.



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IMITATION MAPLE FLAVOR

The "Extra Help" Flavor in Wartime

*Buy More Bonds
Speed Their Return*



HOOTON
CHOCOLATE COATINGS

HOOTON CHOCOLATE COMPANY
NEWARK, NEW JERSEY • EST. 1897

Corn Syrup Ceiling Raised

Because the corn shortage has caused substantial curtailment of production by the wet corn milling industry, the Office of Price Administration has announced increases in the ceiling prices of corn syrups and crude corn sugar. The higher prices are designed to maintain capacity output of these commodities, which are used in important food products. The new prices, effective May 30, 1944, were established under a directive of the Office of Economic Stabilization. They may result in higher retail prices for certain commodities, such as blended table syrups, where the principal ingredient is unmixed corn syrup. OPA believes, however, that most users of corn syrups will be able to absorb the increases and will not pass them on. Changes are:

1. An increase of 30 cents per hundred pounds in maximum prices for bulk corn syrup unmixed, bulk corn syrup solids and bulk crude corn sugar. These products are largely sold to blenders of table syrups and to candy manufacturers.

2. An additional increase, above the 30 cents, of 24 cents per hundred pounds for bulk corn syrup unmixed sold in wood barrels, or 29 cents per hundred pounds when sold in wood half-barrels. Sales in barrels are made to the Armed Forces and to small-volume civilian users. The increase covers the weighted average advance in barrel and half-barrel costs to the industry.

Cost data indicate, OPA said, that with the new prices all but a few producers in the wet corn milling industry can continue to operate. In order to secure output from those few producers, whose situations are different from the rest of the industry, OPA said that it is considering a later action to allow a producer to apply individually for necessary price increases.

— MILK — **POWDERED --- CONDENSED**

WHOLE — SKIM
SPRAY — ROLLER

SWEETENED SKIM
SWEET CREAM
FROZEN CREAM

— Cars or less —

You know why supplies are limited—we're doing our best to distribute fairly whatever is available.

Order as far in advance as possible.

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SAVE TIME



**CAN YOU PUT MORE HOURS
INTO A DAY?**

No, but you can make each hour more productive by using equipment **Tailor-Made** by F. R. Schmitt & Son.

Research-Design-Construction-Development.

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THE MANUFACTURING CONFECTIONER



Write for trial order today.

Satisfaction Guaranteed

WHY USE AROMANILLA?

Because we know—

AROMANILLA contains all the ingredients that are found in the Mexican Vanilla Bean.

AROMANILLA, because of its sturdy nature, will retain the full volume of flavor of the bean under the heat of the candy kettle.

AROMANILLA will actually ripen and develop in the finished goods.

SINCE 1901
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TRADE-MARK REG. U.S. PAT. OFF.

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How to KEEP YOUR COFFEE PRODUCTS FRESH

The crude oils which become rancid and stale coffee and the products they enter have been removed from Barrington Hall Instantly Soluble Coffee. Use this 100% pure coffee for flavoring and thereby assure the freshness of your coffee products.

BAKER IMPORTING CO.

NEW YORK
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INSTANTLY PREPARED

BARRINGTON HALL
QUALITY *Coffee* 100% pure



CURTISS CANDY COMPANY Producers of Fine Foods CHICAGO, ILL.

D. C. AMMONIATED CLEANER

Will Clean Cooking Utensils

Sterilizes All Equipment

Ideal for Floor Cleaning

Packed in 450 lb. Barrels

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Send for Free Sample

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Chemicals & Alkali Cleaners

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SOLE SELLING AGENTS FOR
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IDEAL WRAPPING MACHINES

FAST-EFFICIENT RELIABLE

CANDY manufacturers both large and small prefer IDEAL WRAPPING MACHINES because they provide the economies of fast handling along with dependable, uninterrupted operation. In use the world over, IDEAL Machines are building a service record that stands unmatched and unchallenged! Our unqualified guarantee is your protection. Two models available: SENIOR MODEL wraps 160 pieces per minute; the new High Speed Special Model wraps 325 to 425 pieces per minute. Investigation will prove these machines are adapted to your most exacting requirements.



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IDEAL WRAPPING MACHINE CO.

MIDDLETOWN, N. Y.

EST. 1906

U. S. A.

★ TIME-
SAVING
SHORT CUTS
for manufacturing
confectioners

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This Easy Oakite Way!**

COPPER kettles that have become badly discolored, tarnished or stained through extremely busy usage can be quickly restored to their original bright-looking appearance if you treat them with that newly-developed Oakite material.

OAKITE COMPOUND No. 84

Used periodically, this fast-working material quickly, effectively removes tenacious burned-on deposits and oxide films . . . leaves kettles bright-looking and sanitary . . . just like new

FREE DETAILS!

Write TODAY for interesting details on this new, low-cost kettle cleaning method. Find out, too, how specialized Oakite materials and methods can help you simplify and speed up many other sanitation and maintenance cleaning tasks. No obligation!

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Technical Service Representatives in Principal
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Specialized
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Specializing in candy and allied lines;
Unexceptionable banking, other references.
Manufacturer's accounts respectfully solicited.

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25 years in above territory.

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Over 20 years in this area.

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- SUPPLIES
- SALES AIDS
- MERCHANDISING

THIS SECTION APPEARS MONTHLY IN THE
MANUFACTURING CONFECTIONER

High-speed Wrapping for small packages



Large volume production of goods in small packages requires high-speed in wrapping *if costs are to be kept in line*. Our CM-2 is meeting this vital need in numerous plants, many of which are working at top capacity to meet government orders.

This machine uses plain cellophane, heat-sealing cellophane or glassine in roll form, and turns out 250 packages per minute with the utmost ease. It not only wraps cartons, but open boats containing loose articles. And it is quickly adjustable for various sizes. Conveyor feeds make possible direct hook-up with cartoning machines. Other types of feed available to meet special requirements.

INSERTS EASY-OPENING TAPE, if desired.

Write for our new folder on the CM-2

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Springfield 7, Massachusetts

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Quickly adjustable
for various sizes



PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

PACKAGE WRAP OF THE FUTURE

By VAN MacNAIR

Reynolds Metals Company

IN the confectionery field, the ideal package must guarantee protection; it must preserve the original flavor and freshness of the product; and, equally important, the package must be attention compelling.

For many years aluminum foil has given protection to a vast number of products, and Reynolds Metals Company's pioneering achievements in foil-protected packages have become known the world over. Metal wrappers for candy bars are well-established in the confectionery industry and Reynolds will continue in the postwar period ahead to offer foil as the ultimate in packaging. However, new applications of an old principle will be offered. Progress in foil packaging has been in the development of new applications; new types of sealing; new methods of decoration; and new methods of producing a thinner gauge foil. This company has developed a new process in the production of foil—now 60,000 square inches of foil may be rolled from one single pound of aluminum metal.

Within the last ten years great strides have been made in producing new improvements—there are better lacquers and more brilliant and quicker drying inks; and one of the newest developments in foil packaging is a flexible container hermetically sealed by a patented heat-seal process which affords a degree of the newest developments in foil rigid metal containers. This newest development is only one of the contributions to the new concept of wrapped packaging.

Foil's Protective Role

While the development of new types of packages can be said to have had a marked influence on the wider use of aluminum foil during the past few years, it is the better understanding of its protective qualities that is the more fundamental reason for its increased adoption.

From the very beginning aluminum foil was used in confectionery wrapping both for the protective and eye-appealing features of this type of packaging. However, it was not until around 1933 that the general trend toward the use of foil

was seen because of its protective value against rancidity, oil penetration, bleaching, hardening and moisture-loss and gain. For in spite of the vast amount of research done to perfect a confectionery product, it must be protected from air, light, heat, moisture, bacteria, mold, insects and rodents from the moment the packaged article leaves the production factory.

One important property of aluminum foil is the fact that it excludes all light and thus bars the greatest single cause of rancidity and staleness. Metal wraps protect confectionery products from discoloration and spoilage. In metal bags, potato chips, nuts and numerous other light-sensitive products have been exposed to 240 hours of continuous sunlamp without being affected. This is the equivalent of many weeks of retail store exposure.

Another remarkable feature of metal foil is its resistance to moisture transmission. Moisture cannot escape through or penetrate into the solid metal walls. For instance, metal bags of potato chips, marsh-

mallows, cookies, pretzels, hard candy, peanut brittle and the like remain unaffected even after exposure to 40 hours of saturated atmospheric conditions at 100°F. Aluminum foil combats adverse heat and humidity of various climates since it protects from temperature changes and atmospheric conditions.

Another point of deterioration which is given serious consideration is insect infestation. There is no susceptibility to infestation since insects are attracted by odors and aluminum foil allows no penetration of odors.

One of the elements of package construction that compels consideration is heat insulation. Chocolate is one confectionery product that cannot withstand heat and its flavor is seriously impaired when it is thus exposed. Foil reflects heat and keeps the chocolate in perfect condition. Chocolate bars wrapped in aluminum foil remain firm at temperatures which will melt similar bars not so protected.

Foil possesses physical properties which successfully combat all the ele-

(Please turn to page 48)



Reynolds foil-packaged products stand up under conditions that ruin products in ordinary packages. This photograph shows the condition of two packages of graham crackers after six days in a test cabinet at 95-100% Relative Humidity and 100°F. Package A, left—Seal-end cardboard carton with a glassine liner and a heat-sealed wax paper outer wrap. Package B, right—Seal-end cardboard carton with a glassine liner and a Reynolds heat-sealed outer wrap. Moisture Absorption: Package A—(Wax paper) 22.40%. Package B—(Reynolds foil) 1.27%.

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Introducing for the First Time

TAFFEL-TONE

IT'S WATER-REPELLENT

IT'S RADIANT

IT'S BOWABLE

IT'S SHIMMERING

IT'S PLIABLE

IT'S LUSTROUS

IT'S DURABLE

TAFFEL-TONE is the progressive merchant's solution to the wartime shortage of ribbon. But more than just a wartime answer — it is the introduction of the most versatile ribbon fabric the trade has ever known.

An exclusive Taffel contribution to modern merchandising in the post-war Plastic Age, TAFFEL-TONE gives every assurance of being the dominant ribbon in the trade. It has bow-ability, durability, lustre. It is water-repellent. It is available in a host of resplendent colors — and it is available now at prices below most ribbon fabrics.

Ribbons by Taffel

Write today for samples and prices. Get to know TAFFEL-TONE . . . you'll be mighty glad you did.



TAFFEL BROS., INC. • 95 Madison Avenue • New York, N. Y



The Invasion Is On!

**Play Your Part By
Buying More War Bonds
Than Ever Before**

GAYLORD CONTAINER CORPORATION, General Offices: SAINT LOUIS

CORRUGATED AND SOLID FIBRE BOXES

FOLDING CARTONS... KRAFT GROCERY BAGS AND SACKS... KRAFT PAPER AND SPECIALTIES

New York • Chicago • San Francisco • Atlanta • New Orleans • Jersey City • Seattle • Indianapolis
Houston • Los Angeles • Oakland • Minneapolis • Dallas • Jacksonville • Columbus • Tampa
Fort Worth • Detroit • Cincinnati • Des Moines • Oklahoma City • Portland • Greenville • St. Louis
San Antonio • Memphis • Kansas City • Milwaukee • Bogalusa • Weslaco • Hamden • Appleton

ments of spoilage. No gases, liquids, odors, insects or light can pass through this flexible metal wrapper. In the confectionery industry these properties are utilized to protect products which are subject to caking or softening due to penetration of atmospheric moisture. Likewise, metal foil is ideal packaging for such products that must retain their moisture content.

Advantage of Foil for Display

The use of aluminum foil for the decorative packaging of confectionery products has been accepted for many years. The use of plain, unmounted foil for chocolate bars was perhaps the earliest application in the confectionery industry. Then appeared the development of automatic packaging machinery for the application of foil in roll form for the wrapping of chewing gum and mint rolls. When viewed from the decorative angle the attractive feature of foil is that it may be produced in a wide variety of patterns, colors and prints. It may be used plain or decorated by embossing, printing or lacquering, or the three decorative treatments may be combined.

In the earliest types of foil packages, this company mounted foils with different adhesives to a wide variety of papers, ranging from tissue through glassine, bond, parchment, kraft, cellophane and board.

Originally a manufacturer of metal foil for the tobacco industry, Reynolds Metals made foil wrappers for the food, beverage, electrical and confectionery industries until aluminum was placed under allocation in 1941. But the company continued its development of flexible protective materials of a composition foil for military requirements.

War Packaging

Manufactured under the strict requirements of army-navy specifications, these packages must be able to take plenty of hard knocks. They must be proof against the corrosive salts of the oceans, the humid heat of the tropics, the penetrating cold of the Arctic, and even the sands of Africa. Protection must be absolute against tropical insects which can enter the tiniest crevice or eat through the toughest non-metallic material. Protection must be absolute against moisture-vapor transmission, gas fumes and odors.

Packaging facts learned the hard way in the course of war production will have a lasting effect on packaging in the postwar period.



Bonbons packaged with Reynolds foil, left.
Bonbons packaged without foil, right.

One fact is outstanding: experiences have proved that of all the flexible materials, foil is the only one that offers complete protection against moisture-vapor transmission, insect infestation, light and odor penetration.

Postwar Packaging

Postwar plans for packaging with aluminum foil in the confectionery field are vast—they include heat-sealed wrappers from the new type of foil material; multiple gravure-printed chewing gum wrappers, and special heat-treated wrappers for candy. Already the company has interested manufacturers of gum and candy in using its products after the war, and a great deal has been worked out to the point of being ready to hit the market the day aluminum is released for civilian production.

As a result of intensive research, the company has now produced a foil .00017 of an inch thick, half as thin as its prewar counterpart—and at an even lower cost. Moreover, the company has formulated a process

for converting it into a sealed container which it predicts will revolutionize the packaging industry when supplies of aluminum permit its production on a wide scale.

This air-tight, fume-proof, water-proof, vapor-moisture proof package is developed by the combination of aluminum foil and various types of materials. In addition to protecting and preserving products, it can be made into a package of unusual beauty.

In the confectionery field colored aluminum foil will come into its own. Not only does aluminum foil offer perfect protection but it offers the ultimate in eye-appeal. All hues and tones will be available—gleaming aluminum foil, resembling hammered silver, gold and copper.

For the confectionery field, there will be offered a perfect package wrap for every product in the industry—from the lollipop to the most expensive bonbon.



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We recommend our Welded-Edge Ribbons
All Widths and Colors
Immediate Deliveries
Samples and quotations upon request.

National Ribbon
CORPORATION

444 Fourth Ave., New York City 16





A soldier to a confectioner...

Mr. Candy Manufacturer, you are finding it difficult these days to get all the Cellophane you need. You will be interested to know that some of the Cellophane you didn't get, saved this soldier a nasty job and perhaps saved some lives.

In days gone by, our rifles were issued with a protective coating of sticky, heavy grease. It took hours and hours to take off this grease before a gun was ready to fire!

Now, a specially designed cover of laminated fabric and Cellophane seals the rifle against moisture. The gun merely carries a coating of light oil—it's all ready to use—no slow, nasty cleaning job!

War has given Cellophane a number of important responsibilities . . . protecting Army field rations . . . safeguarding medical supplies . . . other jobs that are military secrets.

There is no better demonstration of the protective qualities of Du Pont Cellophane than that afforded by the severe demands of war. Nothing else could give better proof of the service that this material renders in preserving the freshness, flavor and quality that you put into your products.

We trust the day is not far off when you can again have all the Cellophane you need.

E. I. du Pont de Nemours & Co. (Inc.),
Cellophane Div., Wilmington, Del.

DuPont Cellophane



BETTER THINGS FOR BETTER LIVING . . . THROUGH CHEMISTRY

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95 MADISON AVENUE, NEW YORK 16, N. Y.

*... as Exclusive Sales Agents
for their complete line of*

Fused Edge Satins .: Taffetas .: Ninons and Bengaline Ribbons

Monsanto Develops New Plastic

A new plastic, the first of the thermoplastic type of molding materials that will stand sterilizing in boiling water, has been developed by Monsanto Chemical Co.

The new material, called Cerex, is made of long chain hydro-carbon molecules from petroleum but its exact composition is still secret.

The new material because it keeps its shape when boiled in water is expected to have wide post-war uses in surgical equipment, and in table ware. It is now going into radar, radio, and electronic equipment and into airplanes.

Container Restrictions Tightened

A stronger limitation order to tighten restrictions on use of containers soon will be announced by the War Production Board. The regulation will be provided through amendments to Limitation Order L-317. These are being drafted at present to bring supply into line with demand.

P. F. Paul, chief of the W. P. B.'s fiber box section, explained that, even though production of containerboard this year will exceed that for 1942 by 17% and for 1943 by 8%, the supply still will be short. In 1943, he reported, 219 million V-boxes were used for overseas shipment, while the estimate for 1944 will probably be double that for last year. If such an increase develops, only 3.6 million tons for domestic military requirements and for civilian items will be left.

Packing Record Set

What is believed to be a world's packaging record was set at Thompson's Candy House, Seattle, when a D-F wrapping machine, built by Package Machinery Co. of Springfield, wrapped 2,505 boxes of candy (24 bars to a box) in 7½ hours. It operated at 128 r.p.m.

Diamond "Cellulose" Changes Name, Address

"If you can't use your cellophane bags or products, Harry Diamond will find someone who can!" That was the inspiration that started the Diamond Cellulose Products company which recently changed its name to the Diamond Cellophane Products and moved to 2902 S. Michigan Avenue, Chicago. This company buys and sells all types of cellophane products and is well-known among cellophane converters and manufacturers as well as among candy manufacturers.

Taffel Produces New Ribbon

Taffel Bros., Inc., New York City, are now producing a new type of ribbon, designed to solve the wartime ribbon shortage. The ribbon is reported to be "bow-able," pliable, durable, and water-repellent. It has a high luster and is available in a variety of brilliant colors. The ribbon is known as "Taffel-Tone."

War Regulations Index

The New England Manufacturing Confectioners Association has prepared a 12-page Index of War Regulations affecting the confectionery industry. Copies are available to non-members at \$2.00. Requests for copies should be made to the Association at 80 Federal St., Boston 10, Mass.

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PRINTING
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ACETATE AND FOIL
PAPERS

*...rolls and sheets
...up to four colors*

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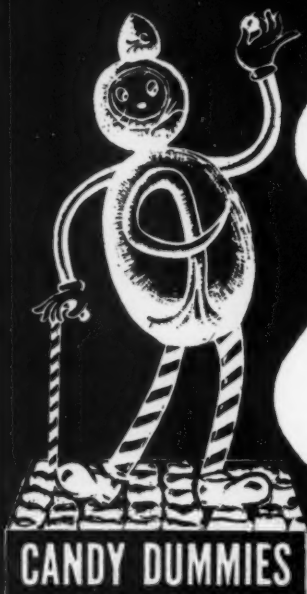
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UP TO DATE

We have served Uncle Sam
100% in vital war work

NOW

We are in a position to
accept a limited number
of orders for Candy Dummies

Inquire Today!



BASSONS DUMMY PRODUCTS

57-02 48th STREET

MASPETH, N. Y. C.

American Cyanamid (stock traded on the Curb) for the first quarter of 1944, showed a decline in net to 35c a share from 48c reported in the comparable 1943 period. Operating income was down about \$1,000,000 and net off about \$300,000. The decline may have been due to generally higher costs in the chemical industry. **Dobeckmun Company** sales in the first four months this year were 30% ahead of the like 1943 period and earnings are believed to have showed at least an equivalent increase. Sales were the highest in the company's history, totaling over \$10 million, an increase of 60% over 1942.

- **National Adhesives**, pioneers in the field of synthetic resin adhesives has just published a new booklet entitled "The What, Where, Why, How of RESYN Adhesives". This informative booklet traces the development of synthetic resin adhesives, defines the trade terms associated with them, describes their unique properties, suggests applications for them and outlines procedures for handling various types of resinous products. Its 16 pages are written in terse, non-technical language and printed in two colors.

- **Arvey Corporation**, one of the first sponsors of paper salvage campaigns directed to advertisers, agencies and printers, has decided to devote the remainder of its display division's 1944 advertising budget to a new campaign supporting the nation's salvage program.

Badger Candy Men Pledge Aid

Candy men from Milwaukee, Kenosha, Manitowoc, Madison, Cudahy, Oshkosh, Fond du Lac and other Wisconsin cities, meeting at Milwaukee on June 1, cast a solid vote on behalf of the Badger state for the Pro-

gram for the Advancement of Candy as a Food, now underway under the sponsorship of the Council on Candy of the National Confectioners' Association. The Milwaukee meeting, one of a series now being held throughout the country, was called by Herbert Ziegler, of the George Ziegler Co., campaign manager for the Council in Wisconsin and upper Michigan.

Carrier Corporation recently announced that they had started work on the largest single contract in their history, an order from the Navy Department amounting to approximately \$3,000,000. It is a "repeat order" for refrigeration units, and must be completed shortly. **Package Machinery Company** signed an agreement recently with the Phin Sales Co., of Toronto, Canada, making that firm exclusive Canadian manufacturers of standard wrapping machines of Package design.



CURTISS CANDY COMPANY Producers of Fine Foods CHICAGO, ILL.



Lt. Col. Wm. W. Phelps, Cleveland, Army Air Forces Materiel Command and B. W. Martin, President of Shellmar Products Co.

Shellmar Honored by Army-Navy "E" Award

WARTIME manufacture of huge moisture-proof envelopes for transoceanic shipment of airplane engines plus the similar packaging of other Army and Navy equipment including food and weapons, has won the Shellmar Products Co. and its 1,400 employees, the Army-Navy "E" award for production excellence.

Nominated for the award by the Army Air Corps, Shellmar received the "E" pennant at presentation ceremonies on April 8, at the plant. The pennant was awarded by Lt. Col. William W. Phelps, head of the Cleveland area office of the Army Air Forces Materiel Command.

Lt. Cmdr. A. E. Heiser, USNR, resident inspector of Navy Materiel at Mansfield, Ohio, presented pins to the 1,400 workers who have helped to make the award possible. A returned wounded veteran from the Anzio beachhead, Sgt. Charles H. Walters, came from Fletcher General Hospital at Cambridge, Ohio, to present a pin to the oldest employee.

Other distinguished visitors included Lt. Gov. Paul M. Herbert, who gave the introductory remarks, and Lt. Col. Frank E. Cheshire, commander of Camp Millard, Bucyrus, Ohio, who attended with Lt. G. E. Dupree, chaplain, and a color guard from the camp.

Pioneer and first manufacturer of the "Pliofilm" envelopes which have revolutionized transportation of dismantled planes across salt water, protecting them from the corrosive influ-

ences of sea air, the company has also employed similar processes for the packing of emergency rations, gas protection, ordnance and medicinal aids for America's fighting men.

Before development of the "Pliofilm" envelope, airplane engines were coated with heavy grease to protect them from sea air corrosion while in transit. This method delayed the engines from being pressed into immediate use upon arrival, since they had to be dismantled, cleaned and reassembled before they could be installed. Shipment in "Pliofilm" makes it possible for the engines to be put into action almost immediately.

Other Military Packages

Peace-time manufacturer of transparent packages for foods, women's wear and other consumer goods, this company is also making containers for machine guns and "boots" or small military equipment. Air tight containers of Saran, a synthetic plastic are manufactured for machine guns while the "boots" in which soldiers and marines may protect their small arms from salt water while making assault landings are made of vinyl film.

Another development that played a part in bringing the "E" award to the company is a gas cape, an innovation and preparedness measure in World War II. The capes are designed particularly as a protection against liquid gases, such as mustard gas, and are primarily "escape" garments to serve as protection until

troops can move out of a region where gas has been loosed.

Made of cellophane and cellophane cloth combinations, the cape which folds into a small package, covers the soldier and his weapons from head to foot and may be donned in a matter of seconds. The cape in no way hampers the soldier's action. He simply shoves his weapon through the cellophane and continues to use it while escaping from the affected area.

Emergency rations, especially K rations, standby of every soldier in combat or on combat missions, are other items packaged by the company.

President was a Sailor

A sailor in the First World War, B. W. Martin, now president of the company, conceived the idea of such a packaging company upon return home from the first conflict. He interested several business men in forming a company for the printing of multi-color on glassine, a then comparatively new wrapping material.

The company had its beginning in 1924 in Milwaukee, where it adopted the name of Shellmar from the first syllables of the names of the first president, K. L. Shellabarger, and the originator, B. W. Martin, secretary-treasurer.

Mt. Vernon became the home of the company in 1934 when it was deemed advisable to bring all its manufacturing under one roof. At that time the entire equipment of the company's two plants in Chicago and West New York was brought here.

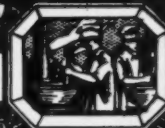
A \$250,000 fire in 1926 wiped out the first plant in Milwaukee, and there ensued months of arduous labor rebuilding the water and fire damaged presses and equipment. It was decided to move manufacturing facilities to Chicago and the new plant was erected there, and operations continued from that point until 1934.

Meanwhile in 1932, expanded uses of cellophane had necessitated an eastern plant, and this plant was opened in West New York, New Jersey. In 1934 it appeared advisable to bring all its manufacturing under one roof. So Mt. Vernon, Ohio, was selected as the location of the main plant, combining the entire equipment of the Chicago and West New York plants centrally between east and west.

At that time the Mt. Vernon plant employed some 250 men and women. Its story has been one of continued growth in manufacturing space and personnel.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



HELP WANTED

A SMALL well established progressive N. Y. candy plant is looking for an all around candy maker experienced in all phases of candy making. We have a steady growing business and are now working on post war plans. This is an excellent opportunity for an experienced man who is looking for steady work under the best of conditions. If you are interested drop us a line telling us something about yourself. All replies will be considered strictly confidential. Write full details. Address F-6443, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

A WORKING FOREMAN familiar with cream goods hard candies, etc. experienced in the handling of help and production. An excellent opportunity for the right party. State experience, age and availability in writing. Address F-6444, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANT CANDYMAKER also assistant Candymaker. Write to MacFarlane Candy Company, 1845 Alcatraz Ave., Berkeley 3, Calif. Give full details of experience, age, family, etc. Excellent opportunity. We operate a retail chain in the San Francisco Bay Area.

CANDY MAKER to produce complete line of high class home made candies for small retail chain in the East. Plant completely equipped with modern machinery and labor saving devices. All around man preferred. State past experiences, salary expected, age, and when available. Address F-64410, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago 6, Ill.

CANDY MAKER experienced in all kinds of Cast Centers, Creams, Marshmallows, Jellies, Caramels, etc. Good opportunity and permanent position. Give full information as to experience, age, salary expected and availability. Address F-64411, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago 6, Ill.

HELP WANTED

HELP WANTED: A high class candy maker experienced in caramel work and with production ability, is wanted by a Texas manufacturer of fine candies. A progressive organization that offers a bright future for right man. The man whose position you will fill is assuming other important duties in this organization. Give full particulars, your application will be considered strictly confidential, Adams Candy Company, 709 South Ervay Street, Dallas, Texas.

WORKING SUPERINTENDENT wanted by an old-established manufacturer, located in Ohio. Must have good past record, experienced in all phases of candy making, operate and repair all types of candy making and enrobing machinery. Plant has operated every day full time for past three years. All raw material quotas are good. Excellent opportunity for right man. Good salary and bonus. Write giving full particulars. Address E-54410, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

ENROBER MAN—Excellent opportunity for right man. With an old established company manufacturing popular bar goods exclusively. Address D-44413, giving full particulars c/o MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED: CANDY MAKER—All around—to work as plant superintendent in large modern air-conditioned candy plant in Philadelphia. Good salary and excellent opportunity for right man to join up with a live wire organization. Write stating full particulars about past experience, and when available; salary expected and age. Address E-54418, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

PAN MAN FOREMAN WANTED —Experienced in Chocolate, cold and steam grossing. Must be good producer. Good post-war position. Write experiences, past connections, age and salary. School House Candy Company, 296 Charles Street, Providence, Rhode Island.

HELP WANTED

HELP WANTED—Experienced, all-around Candy Maker. If the right man, we will want him to take full charge of production. Apply at once advising what your specialties are and whom you have been employed by for the past ten years. Correspondence kept strictly confidential. Sisco-Hamilton Co., 514 So. Loomis St., Chicago 7, Illinois.

CANDY MAKER experienced in high quality candies for progressive retail chain. Permanent position, pleasant working conditions, convenient subway connection, near express station. Write full details, your experience, and salary expected. Gregor Chocolates, 55 E. 11th St., New York 3, N. Y.

POSITIONS WANTED

CANDY MAKER wants job in wholesale or retail plant. Twenty years experience. Steady position. Over draft age. Address F-6445, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago 6, Ill.

SITUATION WANTED: Production manager in high grade retail store or chain. Can personally produce finest line of chocolates, fudges, and all high grade goods for retail store. Address F-64412, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

POSITION WANTED: Experienced enrober man looking for position. Chicago territory preferred. Address F-6442, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison St., Chicago 6, Ill.

POSITION WANTED—Man experienced in the operation of a retail chain candy factory desires to change position. Over draft age. Thoroughly experienced in the manufacture of all quality candies. Address E-54411, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago 6, Ill.

POSITION WANTED by Factory Superintendent. Thirty years practical experience in all lines of candies. Can furnish best of reference. Address E-5442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

NO PRIORITIES REQUIRED ON THIS USED CONFECTIONERY MACHINERY!

IMMEDIATE SHIPMENT FROM OUR STOCK!

Our stock includes every type of machine for every department! All Rebuilt and Guaranteed to be in perfect operating condition!



The following select equipment was recently acquired and is still set up in the original location. Every machine was carefully maintained and is in excellent operating condition!

OFFERED SUBJECT PRIOR SALE!

WIRE COLLECT FOR PRICES AND DETAILS.

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|---|---|
| 1 Racine Sucker Machine, late Model, connected with 2—19' x 40" carrier and cooling machines, motor driven with motor | 4 Electric Heated Bon Bon Dipping Kettles |
| 1 Package Machinery machine for sizing, cutting and wrapping Taffy Suckers | 1 Thos. Mills Bros. Bench Type Sizing Machine, Rollers 5" x 20" |
| 1 Package Machinery Co. Model LP-2 Sucker Wrapper Machine | 1 Marble Slab, 42" x 64 x 3" |
| 1 John Werner, Semi-Automatic Ball Machine with 3 sets of cutters, directly motor driven with motor | 6 Marble Cooling Slabs 72" x 36" x 3" |
| 3 Heilman Coconut Bon Bon Center Machines with forming parts to make centers $\frac{5}{8}$ " to 1" | 4 Steel Water Cooled Slabs—96" x 36" |
| 1 National Continuous Cooker complete with 2 pre-melting kettles and foot jack | 3 Steel Water Cooled Slabs—48" x 36" |
| 2 White 20" Caramel Cutters | 1 Igou Stick Candy Machine with three 18' x 40" tables, also forming rolls of various sizes and cut-off |
| 1 Sweetland Filter, 17 Disc, complete with pump | 3 Hildreth Pulling Machines, form 3 motor driven with motor |
| 1 Karl Keifer Syrup Filling Machine | 1 Brach Machine, table type, motor driven with motor |
| 1 100 gallon Steam Jacketed, single action Mixer | 1 Werner Sizing Machine with 9 slots |
| 1 35 gallon Thos. Mills Steam Jacketed Tilting Mixing and Stirring Machine, double action | 1 Large Power 6 x 8 Drop Machine with 3 sets of rolls |
| 1 Batch Table 36' x 40" | 5 Sets of Rollers for Sucker Machine |
| 1 Batch Table 37' x 54" | 1 Sizing Machine, 8" Rolls-belt drive |
| 4 6' York Batch Rollers, motor driven with motor | 1 16" Enrober Bottoming Attachment |
| 1 7' York Batch Roller, motor driven with motor | 1 No. 2 Frame Stand for fruit drop rolls and 8 pairs of pattern rolls for same |
| 1 110 gallon Marshmallow Beater | 1 Knott, Chunk and Kiss Cutter |
| | 1 Gum Sanding Machine complete with steaming table |
| | 1 Table and Conveyor for mixing and packing candies |
| | 1 Circulating Pump with steel tank |
| | 3 Herald Forced Draft Gas Furnaces |

EQUIPMENT WANTED!

NOW IS THE TIME when surplus—idle, equipment can do a real fighting job!

WE WILL PAY YOU UNHEARD OF CASH PRICES for a single machine, an entire department or complete plant!

WE WILL PAY YOU MUCH HIGHER prices today than you have ever been able to get in the past, higher than we may be able to pay you in the future!

WIRE COLLECT or write immediately, giving full information on what equipment you can put back into the production line!

SPECIAL HIGH PRICES PAID FOR REVOLVING PANS AND STEAM-JACKETED KETTLES!

UNION STANDARD EQUIPMENT CO.

318-322 Lafayette Street

NEW YORK, N. Y.

Cable Address—"Confecmach"

THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

POSITIONS WANTED

POSITION WANTED: Factory foreman or supt.—practical, active all around candy maker with years of experience making chain store items and bar goods. American, over draft age. Wish to make connection with a live progressive firm located in the Chicago area. Prefer one needing a new 5c bar that should sell in the post war period. Address E-5445, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

SALES EXECUTIVE DESIRES

CHANGE: Will consider sales or general manager opening. Outstanding record during 20 years in sales management and merchandising of all types of confections through direct salesmen, brokers, jobbers as well as department and chain stores. Age 48. Now employed. Inquiries invited. Address E-54414, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

Supt. with years of practical experience, in all kinds and grades of better candies. Fully capable of handling any number of help for high production. Address D-4446, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WOULD LIKE position with small wholesale house or retail store. I have all round experience, 23 years of making candy. Am only interested in high grade candies. References upon request. Prefer to locate in New York City. Address C-3449, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

SALES REPRESENTATIVE

SALES REPRESENTATIVES, experienced in selling confectionery items on punch boards to the wholesale candy and tobacco jobbers. Our products are well known and fast repeating. A number of territories still available. Address F-6446, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

SALES REPRESENTATIVE

MANUFACTURER'S REPRESENTATIVE

with 20 years experience selling quality lines to the dept. stores, chains, and manufacturing retailers wants additional lines of package goods, specialties, novelties, or combinations in gift form. Large territory covered to permit of making only better contacts. New England, Middle Atlantic States and West to Chicago. Address F-6448, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

SALES REPRESENTATIVE:

Salesmen calling on jobbers and department stores to sell FOUR STAR cola, root beer, chocolate and orange fountain syrups. Bud Candy Co., 208 West St. Clair, Cleveland, Ohio.

CONFECTIONERY LINES or specialties

wanted by outstanding representative calling on retail, jobbing and syndicate trade in the state of New Jersey. Will purchase candy outright or will act as state representative on commission basis. Address E-5444, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

DO YOU HAVE PRODUCTS for candy manufacturers? I will guarantee volume of sales and can render service for the product. Long experience in the candy industry. Large following. Located Chicago. G-7436, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

MISCELLANEOUS

Candy manufacturer wanted, post-war, to fill and pack special novelties manufactured by old established firm. Address F-6449, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

DUE TO FAILING HEALTH, must sell established candy and ice cream store. Lunch counter, cigarettes, tobacco, school supplies, stationery, cosmetics, etc. 13 years in same location. Address F-64413, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MISCELLANEOUS

WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

"Cellophane" BAGS

SHEETS • ROLLS • SHREDDINGS

Cellophane rolls in cutter boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax • Glassine Bags, Sheets & Rolls

Tying Ribbons—All

Scotch Tape

Colors & Widths

Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond

Sales Representative

2902 So. Michigan Ave. Chicago 16, Ill.

FOR SALE—An excellent opportunity for man and wife that understand the candy business to purchase an exclusive retail confectionery store the only home made candy store in town. 30 minutes from Loop on IC south. Soda fountain lunch, 30 ft. bar, home made Ice cream, 5 gal. freezer, 50 gal. hardening cabinet, 60 gal. dispensing cabinet, seating capacity 65. Have a reputation for fine home made candies and ice cream made on the premises. Store 24 x 100 all modern fixtures with Royal Crown leather booths. Work shop well equipped for home made candies. \$5,000.00 will handle the deal. Owner retiring. Poor health. Address Box E-54412, c/o THE MANUFACTURING CONFECTIONER, 400 M. Madison St., Chicago 6, Ill.

WANTED TO BUY: Candy Scrap with or without acid. Address E-5448 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

FOR SALE—20,000 lb. good clean scrap candy. This scrap has an average of 65 lb. sugar to 35 lb. corn syrup. For further information please address D-4445, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED TO BUY—Whole or broken Maraschino type cherries, brine or processed. Chase Candy Company, St. Joseph, Mo.

THE MANUFACTURING CONFECTIONER

THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

MACHINERY FOR SALE

MACHINERY FOR SALE: A Friend hand roll machine in good condition. Can be used for retail store. Turns out 96 pieces on board ready for dipping. Holds about 60 lbs. Address F-6447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY FOR SALE: Fifty Gallon Copper steam jacketed kettle, one-30 gallon glass lined tank, 250 gallon copper bottling tank. Bud Candy Co., 208 W. St. Clair Ave., Cleveland, Ohio.

MACHINERY FOR SALE: One Package Machinery L.P. Type Sucker Wrapping Machine. Wraps Flat Suckers and can be converted for ball suckers. Good condition. Price as is, \$1750.00. Regal Candy Company, 3629 Loomis Place, Chicago, Illinois.

MECHANICAL EQUIPMENT for marshmallow starch drying room. Buck type starch cleaner. Anthony Macaroni & Cracker Co., 818 N. Spring St., Los Angeles 12, Calif.

MACHINERY FOR SALE: Peanut Roaster, practically new, complete with motors and circulating oil feature. Le Blanch Peanut Blancher and Picker Table. Jabez Burns Split Nut Blancher complete with belting, wheels, bearings, etc.; also candy slabs, knives, kettles, etc. H. W. Lay & Company, Inc., Box 4265, Atlanta, Georgia.

MACHINERY FOR SALE: Complete equipment for Bubble Gum Factory including kettles, extruding machinery, wrapping machinery, etc. Address E-5447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

FOR SALE—50 Gal. Savage Marsh- mallow Mixer with Pulley Drive. Jerome M. Schulman Co., 2529 N. Pulaski, Chicago, Ill.

FOR SALE—1 No. 88 D.S. J.M. Lehmann Cracker & Fanner—Good running condition. Address D-4447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED

CARAMEL WRAPPER WANTED:

"High or low speed Caramel wrappers, sizers, any size gas, electric or copper steam kettles, slabs and complete equipment for making $\frac{3}{4} \times \frac{3}{4}$ caramels.

Private party will pay good cash price for all or part of above. Write details and prices to F-6441:

c/o The Manufacturing Confectioner
400 W. Madison St. Chicago

WANTED—Copper revolving pans preferably but not necessarily 38"—with or without steam coils. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

MACHINERY WANTED: Two Pop wrapping machines. State Serial number and lowest cash price. School House Candy Company, 296 Charles St., Providence, R. I.

3 foot Cream Ball Beater. Will pay cash. Address D-4442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED—Almond Paste grinder AC current or hand style. Caramel Cooker with agitator. State size. Caramel Wrapper. State size of caramel it wraps. Address D-4444, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED—Brightwood box machine & Whiz volumetric packer. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

MACHINERY WANTED: Senior model Ideal caramel wrappers with sizers attached. Must be in good condition. Address E-5443, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED—Dayton, Racine or Ball 5 ft. Cream Beater. Advise condition and quote lowest price for cash. Address B-2443, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

MACHINERY WANTED

WANTED—One copper kettle approximately 18" across, 10" deep, $\frac{3}{4}$ " steel bars—24", 28", 30", 42", 54", 60" long. 14" candy thermometer. Can use other equipment for one-man candy kitchen. Address E-54419, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED: URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices. Address A-1433, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison Street, Chicago, Ill.

WANTED—75 lb. capacity Candy Pulling Machine. Give price, condition and location. Address D-4448, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED—Reiche Hollow Mould Outfit with or without moulds, or will buy 2 Elma Fillers and 2 Reiche Tumblers separately. Address D-4449, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

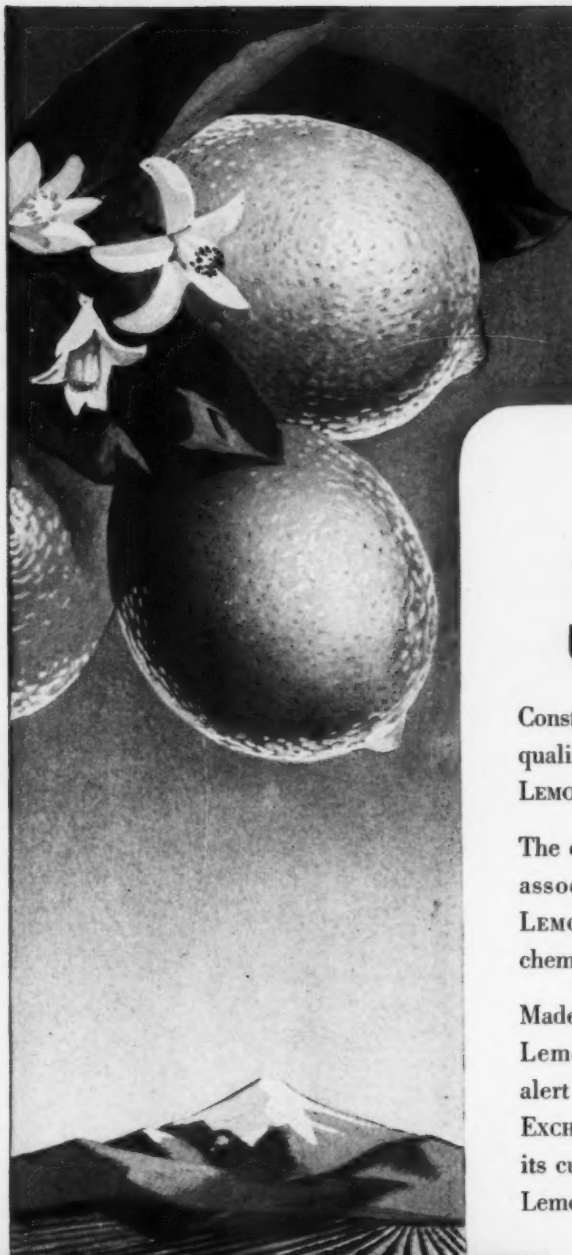
MACHINERY WANTED—Second- hand fully automatic mogul. Late type enrober. Schuler Chocolates, Inc., Winona, Minnesota.

WANTED—Will pay cash for Sim- plex Vacuum Cooker, gas or steam. Also Rost or similar hard candy machine, steam jacketed kettles and other hard candy equipment. Address B-2442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

1-16" Enrober complete with bottom- ing attachment and cooling tunnel; 1 3-Roll Chocolate Refiner; 1-Twin or Triple Chocolate Liquor Mill; 1-Bausmann Disc liquor Mill; 1-Rostoplast, Lichtenberg or similar Plastic Hard Candy Machine; 1-Simplex Vacuum Cooker; 1-Hard Candy Batch Spinner, York or roller type; 2-3x8 Metal Slabs. Advise condition, price and where they can be seen. Address C-3448, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

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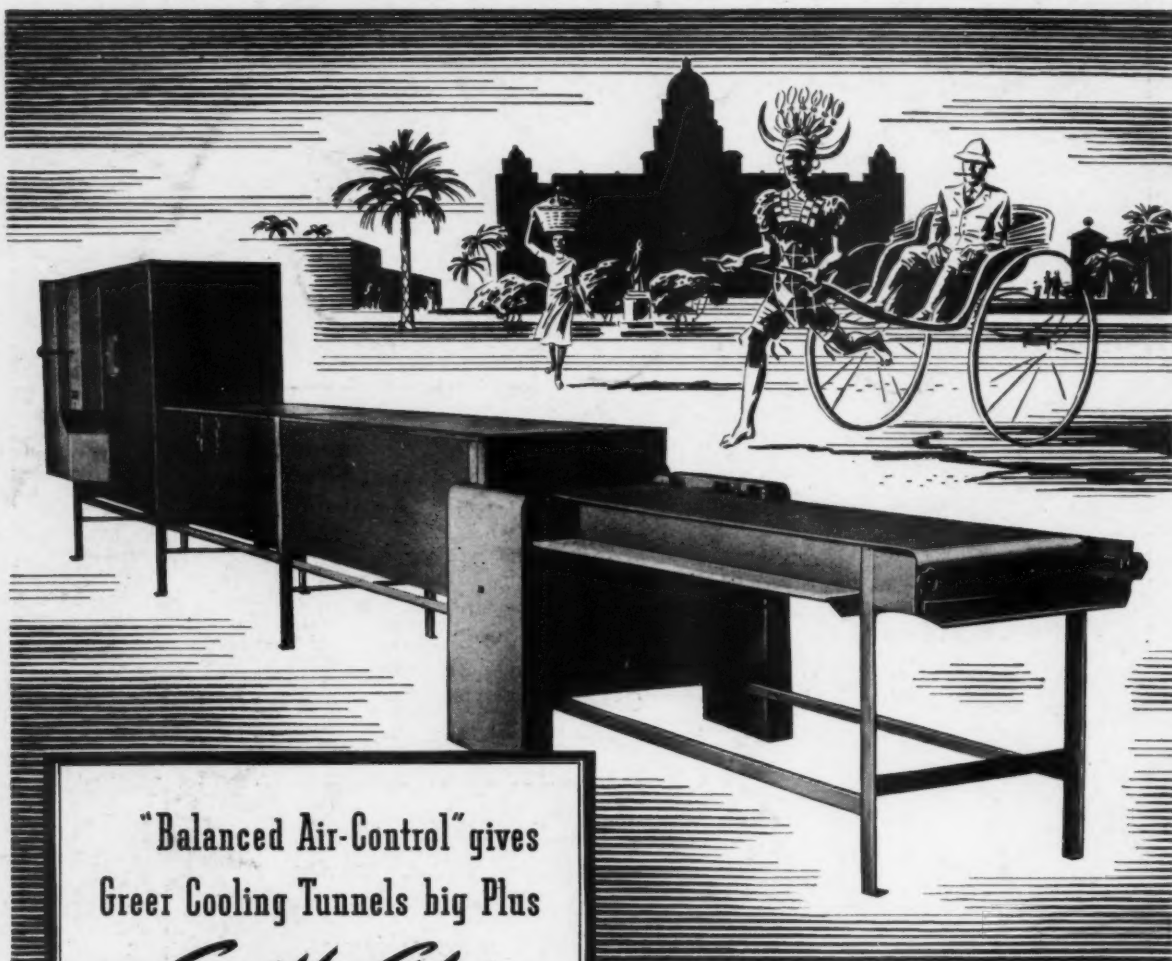
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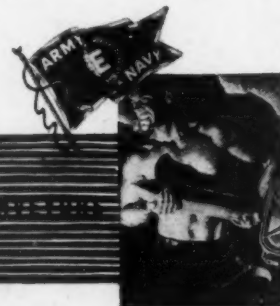
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